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# DRUG & CHEMICAL MARKETS

SUBSCRIPTION:—U. S. CUBA & MEXICO \$4.00 CANADA \$4.50 FOREIGN \$5.00 A YEAR IN ADVANCE

Entered as second-class matter Dec. 7, 1914, at New York Postoffice

DRUG & CHEMICAL MARKETS, INC., PUBLISHERS  
No. 3 Park Place, New York, U. S. A.

VOL. IX

NEW YORK, SEPTEMBER 28, 1921

No. 13

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ESTABLISHED IN SEPTEMBER 1914 AS "WEEKLY DRUG MARKETS"

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Entered as second-class matter, Dec. 7, 1914, at the post office at New York, N. Y., under the Act of March 3, 1879.

PUBLISHED EVERY WEDNESDAY BY

## DRUG & CHEMICAL MARKETS, INC.

WILLIAMS HAYNES, President

IRA P. MacNAIR, Secretary

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Publication Office

3 Park Place, New York, U. S. A.

Telephone 7646 Barclay

Cable Chemmarket

### SUBSCRIPTION RATES

United States, Cuba and Mexico \$4.00 a year; Canada \$4.50 and Foreign \$5.00 a year, payable in advance. Current Copies, 10 cents. Back Copies, 25 cents. A Binder for this Journal @ \$1.00 Postpaid.

## Table of Contents

### EDITORIALS—

The Amended Tax Bill.....	621
Burlap Bags and Chemicals.....	621
Guilty As Charged? .....	622
The Oppau Disaster .....	622
Not a Coal-Tar Color.....	622

### FEATURE TRADE ARTICLE—

Does Price Determine Quality? The Demand For Low Prices By Consumers Held to Be Chief Cause of Essential Oil Adulteration. By W. G. Ungerer .....	623
---	-----

### TRADE NEWS—

Wholesale Druggists Discuss the Alcohol Question and Market Conditions.....	625
Ammonia Converters Probable Cause of German Nitrate Plant Disaster .....	627
Changes in the Revenue Bill.....	629
Herman A. Metz Says German Dyes May Come in on the Fibre Owing to Embargo.....	631
Dye Lobby Enquiry Seems Dead.....	639
Italy Issues Dye Import Rules.....	639
British Coal-Tar Products Firm.....	639
Germany Buying French Essences.....	645
Widows of French "Blue Devils" In Need.....	645
Demand for Chemicals in the Malay States....	647
German Fertilizer Trade Active.....	647
Hugo Stinnes on Germany's Future.....	647

### MARKET REPORTS—

Heavy Chemicals .....	634-635
Fine Chemicals .....	636-637
Intermediates and Dyes.....	638-639
The Oil Market.....	640-641
Crude Drugs .....	642-643
Essential Oils .....	644-645
Foreign Markets .....	646-647

PRICES CURRENT .....	648
----------------------	-----

IMPORTS .....	666
---------------	-----

## THE AMENDED TAX BILL

The amended Revenue bill reported by the Senate Finance Committee lifts a part of the burden from business and relieves the taxpayer of small income who was bearing more than his share of the expenses of Government and of the war. The proposed repeal of the tax on proprietary medicines and increase in personal exemption of married persons having a net income not in excess of \$5,000 are important to the wage earner. Business men will rejoice over the repeal of the excess profits tax, but there is considerable criticism of the plan to delay the time when it will take effect until January, 1922.

The Senate Finance Committee proposes an increase in the tax on corporate net income to 15 per cent from and after Jan. 1, 1922, while the Ways and Means Committee is satisfied to make the tax 12½ per cent. The capital stock tax is to be repealed. A reduction of one-half in the taxes on freight and passenger and Pullman transportation is proposed from 1922, and the repeal of these taxes on Jan. 1, 1923. A four per cent sales tax is recommended on the manufacturers' selling price of perfumes and cosmetics and restoration of the three per cent tax on toilet soaps.

The Government officials who appeared before the Committees of the Senate and House pointed out the necessity for certain income, and taxes could not be shifted or reduced materially without danger of serious loss in the amount needed to meet accruing indebtedness. On the whole the bill as submitted seems to be a fair readjustment of the tax burden, at least the reductions are as reasonable as can be expected at the present time.

## BURLAP BAGS AND CHEMICALS

A burlap and burlap bag plant located at Brooklyn, N. Y., has just been sold by the owners for \$4,000,000. The machinery and equipment have been shipped to Calcutta, India, where the four millions from the sale of the Brooklyn factory will be reinvested in the same type of business. The plant at Brooklyn formerly employed 5,000 men, all of whom have been thrown out of employment. The company formerly purchased their raw materials from India and had them shipped here to be manufactured into bags and bale coverings. Now they will be manufactured in India and shipped here in completed form. Labor in Calcutta, ordinary unskilled workers, can be hired for less than 15c a day, where the same class of help at the Brooklyn plant was paid \$3 a day. By moving to India, the manufacturer will be able to supply this market at cheaper prices than formerly and like-

wise compete with other foreign producers for American business, which he could not do while located here.

The labor problem, however, was not the deciding factor which determined the move to Calcutta. The manufacturer was assured that the removal of the import duty on burlap and burlap bags was off to stay. Ignoring the standard of wages of American labor as against Hindu labor—in this case, \$3 against 15c a day,—Congress indicated that the new tariff bill would carry no protection for the burlap bag industry. This plant, which incidentally made 60 per cent of all burlap used in baling cotton grown in the United States, was forced to sell out and move to the source of cheap labor in self-defense. Thus, five thousand more Americans are added to the army of unemployed, and the country loses a \$4,000,000 plant.

Has it ever occurred to the American chemical industry and Congress as well, how much further American capital would go in Germany in building plants than it does here, particularly if the American chemical tariff lacks effectiveness? And how about the couple of millions of employees connected with the American chemical industry?

#### GUILTY AS CHARGED?

Some three years and a half ago, while the war in Europe was at its height and Germany was bottled up away from all the world, the February 13th, 1918, issue of DRUG AND CHEMICAL MARKETS carried a prediction that with the ending of the great conflict, our South American trade would melt away to little or nothing. This did not come true immediately after the end of the war owing to the mad, post-war orgy of speculation and booming business the world over. However, a year or so to permit Germany to become again an exporter, and to permit the bursting of the war-inflated trade "bubble" with its consequent crash in European exchange rates, and the United States to-day stands face to face with the very condition which was predicted by a sage exporter nearly four years ago.

The reasons for the decay of our trade with Latin-America were given, to quote from the words of the opinion of 1918, in the following:

"The day after peace is declared America's South American trade in drugs, dyes, and chemicals will melt away, because:

"First, American prices are exorbitantly high.

"Second, American packing is inadequate and American containers are inappropriate.

"Third, American manufacturers will not take the trouble to supply the real needs of South American buyers.

"Fourth, American salesmen, exporters, and bankers have alienated the good will of the South Americans by their attitude, which seems to regard those buyers as a mixture of part fool and part swindler."

Add to the foregoing accusations, the handicap

of European exchange at very low rates and a big element of doubt is injected into the situation.

The question is, does the American exporter to-day stand convicted, "guilty as charged" nearly four years ago? Or, is the disintegration of European currency really to blame?

#### THE OPPAU DISASTER

Whatever our sympathies in matters international the occurrence of such a catastrophe as that at Oppau last week brings us all the acute realization of the fact that we are all human beings. The sudden demolition of a thriving city resulting in the death of hundreds and the serious injury of thousands of others, the majority of whom were "innocent bystanders," calls forth an expression of deep sympathy from the entire world. Dr. Haber's statement that the victims were a "sacrifice to science" is far from expressing the feeling even among those who were Germany's recent enemies. The progress of the brotherhood of man is indeed slow, but in the face of such disasters as this the entire world is intimately reminded that, come what may, we are all possessed of human frailties, "brothers under our skins."

Another newspaper agency in Washington has "just learned today" that corn cobs can be turned into furfural. Not only that but that "furfural is one of the basic needs of the immense chemical industry," for which the entire world has been praying. The Department of Agriculture really deserves more varied publicity than that.

Too bad that business had to pick up right when there is so much perfectly good gossip to occupy the trade. The Ku Klux exposure, "Fatty" Arbuckle's troubles, the Chemical Show, and lots of juicy scandal about competitors! How can salesmen find time to take care of better business and such gossip at the same time?

The daily press has announced the cause of the Badische explosion as "synthetic nitrogen" in one case and "nitrous sulfate" in another. Anything that sounds mysterious enough will serve the purpose!

All the uses of alcohol were illustrated (some, ex-officio) at the Chemical Show.

#### NOT A COAL-TAR COLOR

To many research seems to be unproductive. Things are, however, not always what they seem:

Two ladies gay met a boy one day;

His legs were briar scratched.

His clothes were blue, but nut-brown hue

Marked the place where his pants were patched.

They bubbled with joy at the blue-eyed boy

With his spot of nut-brown hue:

"Why didn't you patch with a color to match,"

They chuckled; "Why not in blue?"

Come, don't be coy, my blue-brown boy,

Speak out," and they laughed in glee

And he blushed rose-red while he bashfully said:

"That ain't no patch; that's me!"

# Does Price Determine Quality?

## *The Demand for Low Prices by Consumers Held To Be Chief Cause of Essential Oil Adulteration*

By W. G. UNGERER\*

**N**EVER have complaints been louder than at the present time against the adulteration of essential oils. Buyers are joining in a wild outcry against a practice which they rightly hold is unfair to them and harmful to the trade in general.

But after all, who is responsible for the practice? To whom is to be attributed the origin of it and who compels its continuance? Is the manufacturer of essential oils the only one to blame or is there some responsibility attaching to the supposedly innocent and frequently self-righteous buyer? These are far from being idle and frivolous queries. If adulteration is a crime, and there are many who hold that it is, it is well to bear in mind that of many crimes there are not only perpetrators but instigators as well, innocent and well meaning in many cases, it is true, but none the less instigators. So it is in the perfume industry. We may even stretch the point a little and with some show of justice accuse the purchaser of responsibility for the adulteration.

Manufacturers and dealers did not adulterate the essential oils with malice prepense or with the desire to obtain an unearned and illegitimate profit. It is not in that way that the practice was introduced and found a foothold. Whatever may be said to the contrary, men are not naturally dishonest. Their prime impulse is to do right and deal justly in all respects. But they lack in many instances the strength to resist strong temptation and few are ready to submit to commercial ruin in order to uphold their ideals. They yield to the wiles of the tempter only when they face an impossible situation.

### Causes of Adulteration

So it was when adulteration entered the perfume industry. The first manufacturers tried their best to extract the essential oils in the purest state possible. No pains were spared to make the products of outstanding quality. Their ideals of craftsmanship forbade any trifling with quality for the sake of profit. All that was asked was the opportunity to sell the highest grade products at a price affording a legitimate reward for skill and industry.

Enter the villain in the plot—the purchaser. Quoth the purchaser, "I will buy your oils, but being a good business man I will not pay your price. If you wish to sell to me you must let me have the goods at fifty cents less a pound."

And the manufacturer, being no less and no more grasping than other men and seeing a prized order slipping from his grasp, replied, "Very well, since I must I will let you have the oils at your price," well

knowing that if he refused the terms some less scrupulous purveyor would lose no time in closing with the offer.

But he must live and to live he must sell his oils at a price more than his cost of production. There can be but one solution to his problem—adulteration. So he mixes with his pure oil an inert and inexpensive ingredient which enables him to meet the purchaser's terms and still retain a margin for himself to which he is entitled by all the rules of human conduct.

### "Neroli For \$200"

The salesmen are anxious to secure orders, and when they are told, as sometimes happens, that "I can buy oil neroli for \$200," when the price of pure oil is \$600, they meet the price. But can anyone suppose that their firm meets the requisition by supplying the \$600 product for one-third of its value?

Is it strange and yet not strange that a buyer writing to a number of essen-

tial oil houses for quotations on a certain substance may find a variation of as much as fifty per cent in the prices submitted? Such variations are too large, far too large, to be explained on a basis of difference in the profits exacted by the competing houses. The explanation is to be found only in quality differences and this the intelligent buyer is forced to recognize. Some of the oils would almost defy recognition by their best friends as being the identities indicated by the labels. Analytical test might, it is true, disclose certain similarities and, strange as it may seem, analytical test might even show that these unquestionably unlike products were identical.

### Chemical Tests Uncertain

For analytical methods are not to be trusted too far in dealing with the essential oils. Adulterations are cleverly conceived with a view to deceiving the chemist. Some buyers will claim that they protect themselves and are satisfied when the goods correspond in all respects to the requirements of the United States Pharmacopoeia. Such protection is illusory. Especially for the perfumer, who should be most critical of all buyers, this is far from sufficient.

A skillful sophisticator could make oil lavender which would comply with all the tests of the Pharmacopoeia and yet be far from the product obtained by distillation of the herb and equally far from being satisfactory or efficient in the manufacture of perfume. It is even true that many pure oils must be adulterated in order to enable them to meet these same pharmacopoeial requirements. Pure oil rosemary must always be under the ban and if sold as oil rosemary is legally mis-

### "AS YE PAY—"

*The insistent demand for low prices on the part of consumers is the real starting point from which the essential oil and aromatic industries of the world have been led into the labyrinth of complications resulting directly from a widespread practice of adulteration, according to Mr. Ungerer.*

*The bulk of the blame for prevalent essential oil adulteration is laid at the door of the consumer. To a great extent, the consumer's demand for low prices may be responsible, but don't let's forget that unscrupulous dealers with little or no reputation to protect, abound the world over. Nevertheless, Mr. Ungerer's contention is basically correct—"As ye pay, so shall the quality be,"—that is, within the bounds of common-sense.*

\*From Ungerer's Bulletin

branded, but it can be readily adulterated so that the authorities will recognize it as legitimate.

Chemistry is not, in this sense, an exact science. Perfume substances offer it as yet unsolved problems. There is much in the estimation of essential oils which escapes the chemical test, and it furnishes in many cases an aid to the adulterator, much as an insecure lock is an aid to the housebreaker, by inculcating in the inmates a false sense of security.

#### Nose Test Best

The real standard of perfumes is and, for the present at least, must remain the nose. Many factors not covered by the necessarily inadequate chemical tests are apparent at once to the trained olfactory nerves of the skilled perfumer. The nose will tell a pure perfume when the most exact tests of the chemist leave him floundering in uncertainty or misled by positive error.

But when all is said and done, the extent of adulteration of the essential oils is less than might be anticipated when one considers the temptations and the opportunities and less than rumor would have us believe exists. Yet it does exist and must be reckoned with by the buyer who "shops" for his oils. Such buyers must always remember that if pure essential oils are desired the purchaser must be prepared to pay the price. Not necessarily the first price asked unless it is obviously a fair one, but a price which affords a reasonable margin of profit to manufacturer and dealer. When by insistence or entreaty the price is beaten down below this living level, then must adulteration be expected as a natural concomitant.

In the long run no one gets more than he pays for, and not only this but in dealing with adulterated products one frequently gets less. Adulteration is easier to start than to stop, and once the sophisticator begins his work it is all too possible that he will go further than required and give the buyer far less than he has a right to expect.

There is but one real standard—a standard departure from which involves danger—purity. The degree of adulteration is impossible to determine and difficult to estimate. Departure from the standard of absolute purity means that solid ground has been left behind and you are struggling and wandering in a morass of abuses and uncertainties.

The true product is worth a fair price—nothing else is with certainty worth any price. Safety lies in purity alone. The best houses are in the majority not to be tempted and they offer a haven of refuge to the buyer who is tired of adulterated products. An inspection of the books of manufacturers and dealers would unearth some surprises as to the small margin of profit on which the pure, unadulterated oils are handled. What then but sophistication is to be expected in oils offered at prices below the actual cost of production in the country of origin? The purchaser must take his responsibility for adulteration.

The Southwestern Portland Cement Co., El Paso, Tex., has acquired a tract of land at Waco, Tex., comprising about 250 acres and will build a cement plant. The initial work will cost about \$1,500,000, including equipment. Carl Leonardt is president.

Maxwell Paint Co., Philadelphia, Pa., has been organized by H. C. Middleton, Roy M. Boyd and William A. Stuetts, to manufacture paints, varnish and sizing. J. Claude Bedford, Liberty Building, represents the company.

Fire, Sept. 11, destroyed the plant of the Eckman Chemical Co., 116th street, Omaha, Neb., with loss estimated at \$60,000. The works will be rebuilt.

### Trade Notes and Personals

The British Board of Trade has lifted the embargo on the export from England of sulfate of ammonia.

R. I. Riesgo has been appointed Cuban manager of J. L. Hopkins & Co., crude drug importers. Mr. Riesgo left for Havana last week.

Exports of glycerin during August amounted to 197,212 pounds valued at \$29,575. Imports of crude glycerin were 312,143 pounds valued at \$29,267.

The Hungarian Pharmaceutical Society with the aid of the Government is restricting the number of men permitted to enter pharmacy each year to one hundred to prevent overcrowding of the profession.

A Japanese company has just taken up an option for the manufacture of synthetic ammonia under the Claude process. Under the terms of the option the Japanese firm will pay 7,000,000 f. to the Societe de L'Air Liquide.

Dr. C. G. Derick has severed his connection as chief of research of the National Aniline & Chemical Co. and has organized the company of C. G. Derick & Co., Buffalo, N. Y., and will engage in consulting work and special research.

The National Industrial Conference Board, 10 East 39th street, New York, has issued a report on unemployment which shows that American industry as a whole is at present employing from 20 to 25 per cent fewer persons than it did in July, 1920.

Edmond de Rothschild, of Paris, has contributed 10,000,000 francs for the endowment of an institute, the purpose of which is to aid young scientists and to furnish research workers with the instruments and apparatus they may use to carry on their work.

Mrs. E. R. Grasselli, wife of the vice-president and treasurer of the Grasselli Chemical Co. of Cleveland, recently returned from Europe with her son, E. R. Grasselli, Jr. Mrs. Grasselli and her son toured Scandinavia and visited England and the battlefields of France.

Ernest Mercelis of Mercelis & Busch, and George Cooper of W. F. George & Co., have vanquished the tennis team of Cooper & Cooper, composed of Messrs. Bennett and Wies. A match has now been arranged between the victors and Dr. B. C. Feinberg and Carl Funke of the National Aniline & Chemical Company.

All permits to use alcohol in the manufacture of medicinal preparations issued before Sept. 1 expire Dec. 31st next, and applications for renewal must be filed before Oct. 1. Labels and literature need not be filed with applications for renewal where they have already been filed with the original applications and no material change has been made in them or the formula. Simply attach a schedule of the preparations and mark the application with the word "Renewal." Permits to use alcohol in manufacture issued since Sept. 1 do not expire, except for cause, until Dec. 31, 1922.

Protests of G. Amsinck & Co., J. S. Sembrada & Co., Inc., and the American Trading Company were sustained by the Board of United States General Appraisers in a decision covering chicle, known as "cauchillo." The merchandise was assessed for duty at the rate of 15 cents per pound under Paragraph 36 of the tariff act of 1913, and it was claimed that it should be dutiable at the rate of only 10 per cent ad valorem under Paragraph 385 of the said act, as an unenumerated unmanufactured article. Previous decisions on other protests furnished precedents for the claim, which was sustained by Judge McClelland.

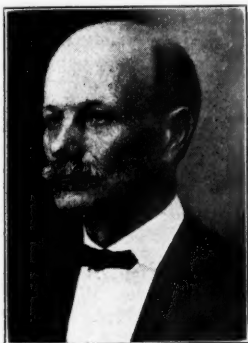


# Druggists To Expose Bootlegging Firms

**National Association of Wholesalers Discusses Alcohol Question at Atlantic City Convention—Committee Named To Draft Resolutions Stating Position of Legitimate Dealers—President L. D. Sale Opens Campaign Against "Booze" Sellers in His Annual Address—Charles L. Huisking's Report on Conditions in the Drug Markets**

(Special to DRUG AND CHEMICAL MARKETS)

Atlantic City, N. J., Sept. 28—The annual meeting of the National Wholesale Druggists' Association opened on Monday at the Hotel Traymore with nearly 600 members present. L. D. Sale, of Los Angeles, Cal., president of the Association, discussed the alcohol question in his annual address. He said in part:



F. C. GROOVER, Chairman  
Board of Control

The general business situation and the causes for present conditions, President Sale suggested means of exercising economies in the drug trade and of putting the business on a more efficient basis and declared that the outlook was hopeful.

The president's address was referred to a committee for recommendations, which will be in the form of resolutions, and the report of the committee is expected to be in effect a statement of policy of the wholesale druggists on the alcohol issue particularly. This committee, named by President Sale, is headed by A. P. Van Gorder, of Cleveland, and includes O. C. Lang, Houston, Tex.; W. C. Miller, Richmond, Va.; Howell Foster, New York City, and Lyman Fort, of Atlanta, Ga. Its report is not looked for until the final day of the convention.

There was a general discussion of commercial travelers and selling methods at the afternoon session following a report on that subject by E. S. Albers, of Knoxville, Tenn., chairman of the committee, which had made an exhaustive study of the subject. The convention was told by one of the speakers that one of the greatest needs in wholesale drug houses was a high class sales organization, with one directing head. It was stated that there never had been a time when advertising could be used to better advantage than at the present, and it was stated that while direct advertising had been effective by some houses many had secured splendid results.

Much interest has developed in the election of president. Prominent among the candidates is F. C. Groover, of Jacksonville, Fla., who has served for a year as chairman of the Board of Control. This position was held by L. D. Sale previous to his election as president, and also by Arthur D. Parker, of New Orleans, and is

looked upon as a stepping stone to the office of president. Charles L. Huisking, chairman of the Committee on Drug Markets, reported as follows:

Your Committee has made an exhaustive analysis of the various branches of the drug trade, and is able to report that in relation to the drug market, the wholesale drug trade has preserved its equilibrium in a most commendable manner, and by following the conservative policy which jobbers generally adopted at the very beginning of the upset conditions that have existed during the war period, they have helped very much in lightening the burden of their customers, and by that very policy have contributed materially to the stabilization which now shows signs of becoming more effective, and we have reason to look forward to the next year with more confidence than has recently been displayed.

"When we look back to the conditions prevailing when we met a year ago, we find that just about that time business in the drug line was beginning to fall off, more especially with manufacturers, importers and dealers, and very shortly thereafter a decided slump set in. Manufacturers and dealers pretty generally had heavy stocks on hand, and the liquidation for these people has been most difficult. Precedents and prognostications, have gone by the board, and dealers when finding an opportunity to dispose of their stocks did so in many cases at heavy losses on the theory that they would be able to replace at lower values, and when doing this, subsequent purchases met the same fate when it came to selling again.

"In a number of instances very important articles in our line have declined to considerably less than pre-war prices, and on comparing present prices with those prevailing just a year ago, an analysis shows that the one hundred leading articles of the drug, chemical and allied lines, have shown an average reduction of about 40%, and on comparing prices on the same articles with those of Aug. 1, 1914, or pre-war prices, the average today is about 25% above those figures. Considering the force of some of the reductions that have taken place, this ratio indicates that prices on at least some articles have well held their own, and the fact is that on some there have been very substantial advances during the past year, but the average indicates that we are slowly but surely approaching a more normal state.

"The impoverished condition of foreign countries generally makes it seem impossible that there can be much of a recovery in the way of exchange rates, and this condition has created an effort on the part of American manufacturers to secure in the proposed Tariff, protection in the form of an embargo on dyes and synthetic organic chemicals. They are so protected at present in the Emergency Tariff, and if the American chemical industry is to be maintained, they must have the same protection until exchange becomes more normal and business is more generally stabilized. This exchange condition is particularly favorable to Germany and her manufacturers are taking full advantage of it and have shipped into this market very heavy quantities of manufactured chemicals, and on the same basis they have the advantage on the business of other countries. At the same time it is gratifying to know that our own manufacturers are basically in position today to hold their own against any foreign competition when this exchange situation straightens itself out.

We are impelled to mention here that one strong point against foreign goods today is lack of uniformity in



quality and the chief offenders in this respect are the Germans. Apparently in their anxiety to turn out quantities they have sacrificed quality, and we do not think that we are amiss in suggesting to you gentlemen that great care should be exercised in the selection of goods which you purchase for jobbing purposes.

"Now as for the future, we can best suggest that you follow the same policy of conservatism that you have been using for some time past, and in line with the suggestion we made last year, we again urge a careful analysis of the market conditions on such goods as you buy in quantity lots. While chemicals perhaps have been more seriously affected than any other branch of our trade, crude drugs and essential oils too, have kept pace with the downward revision, and while we feel sure that with the return of more prosperous times prices in many instances will react and go up, we are sure that when such time comes, markets generally will be on a more stable basis and we are not likely to see the violent fluctuations that have been the rule in recent times."

#### WILL DEMAND NEW DYES OF GERMANY (Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Sept. 28—A report to the Dye Advisory Committee of the Department of State on a plan to force the German Interessen Gemeinschaft, which includes all of the chemical and dyestuff manufacturers in that country, to make the special line of dyestuffs need by the Allied countries to supplement the line manufactured by their home industries, has been made by Edward S. Chapin, Paris representative of the Textile Alliance, Inc.

The Allied Governments, it is reported are about ready to sign an agreement or protocol, under which an investigation is to be made in each Allied country to determine just what dyes are most needed to round out the domestic line. When this is determined, it is said, Germany will be told that the one quarter of her production which is being set aside for the Allied Governments under the Peace Treaty is not considered a normal production by them, and that Germany will have to manufacture in addition the colors the Allied Governments need.

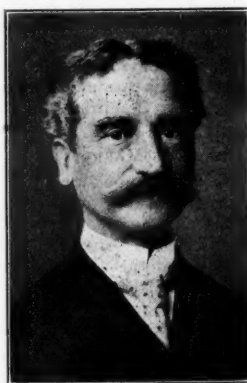
Imports of sugar into the United States in the first eight months of the current year were nearly a million tons less than in the corresponding period of 1920. This decrease in imports, however, according to a review of the industry made by the Federal Sugar Refining Co., is more than offset by the large carry-over of domestic beet, Louisiana cane and other sugars at the beginning of the year, which, according to the company, amounted to more than a million tons. The distribution of sugar for the first eight months of the year as a result is estimated to be very close to that of the corresponding period in 1920.

Under a recent Treasury ruling it is provided that alcohol of 190° proof may be withdrawn from industrial alcohol bonded warehouses, in crates or packages holding 10 containers of 1 wine gallon each. The crate or package containing the ten 1-wine gallon containers will be regarded as the original package for taxing purposes, but for other purposes after tax payment, each 1-gallon container will be regarded as an original package.

The Volstead supplementary prohibition bill, known as the anti-beer bill, has been set aside temporarily by the Senate, but will be taken up after revision of the German Peace Treaty and the Tax Revision bill.

#### DEATH OF R. M. SHOEMAKER

Richard M. Shoemaker, drug manufacturer and one of the pioneer members of the Union League, who died recently in his apartment in the Delmar-Morris, Germantown, Pa., from heart disease, was 81 years old. He had passed the summer at Atlantic City, returning recently apparently in good health. Mr. Shoemaker was born in Philadelphia, August 25, 1840, and was a son of the late Robert and Elizabeth Shoemaker. He received his early education at Nazareth, Pa., and later studied at the Philadelphia College of Pharmacy. He was president of Robert Shoemaker & Co., Inc., wholesale druggists, at Fourth and Race streets, the concern having been founded by his father in 1837, also a member of the board of trustees of the Philadelphia College of Pharmacy, vice-president of the board of managers of the Home Missionary Society, formerly president of the Philadelphia Drug Exchange and a member of St. Paul's Protestant Episcopal Church, Overbrook. He was one of the Union League volunteers in 1861. His wife died last year. He is survived by four brothers and two sisters, William M., Thomas E., James Janney, Ellis C., Mrs. Lewis M. Silver, of New York city, and Miss Anna Shoemaker, of Philadelphia.



R. M. SHOEMAKER

of the Philadelphia College of Pharmacy, vice-president of the board of managers of the Home Missionary Society, formerly president of the Philadelphia Drug Exchange and a member of St. Paul's Protestant Episcopal Church, Overbrook. He was one of the Union League volunteers in 1861. His wife died last year. He is survived by four brothers and two sisters, William M., Thomas E., James Janney, Ellis C., Mrs. Lewis M. Silver, of New York city, and Miss Anna Shoemaker, of Philadelphia.

China's exports have been falling off somewhat, according to a cable report received by the Department of Commerce, Washington. Exports of bean oil from Dairen this season are estimated to have been only 331.3 per cent of normal, other notable decreases being in the exports of Chinese sesame seed. The trade in sesame seed oil had so declined that the new season, which begins this month, opens with but a few hundred tons on hand in Shanghai and less than a hundred tons in Hankow. As the condition of about 25 per cent of the new crop is reported bad and in view of the possible interference with traffic from Central China, it is expected that the prices will advance from the recent quotations of 14.80 to 18.90 Shanghai taels per picul. Crops of other seeds, also, are reported to be considerably below normal. While the soya-bean crop in North Manchuria will probably be only 90 per cent of normal, that of South Manchuria is expected to yield 25 per cent in excess of normal.

Accidents in industrial establishments in Massachusetts during the last nine years have resulted in 3,743 deaths and property loss of more than \$65,000,000, the State Board of Labor and Industries announced in indorsing plans to observe this week as "No Accident Week."

Recent experiments with Brazilian pyrites in the manufacture of sulfuric acid have given satisfactory results, the local product being cheaper than that imported from the United States.

Arnold Chemical Co., Boston, Mass., has filed notice of organization to manufacture chemical products. The company is headed by A. S. Brodie, 120 Milk street.

# AMMONIA CONVERTERS PROBABLE CAUSE OF GERMAN NITRATE PLANT DISASTER

**Explosion at Oppau Believed to be Due to Failure of These 40-Foot Tubes or Towers of Special Alloy Steel—Other Possible Causes are Explosion of a Hydrogen Gasometer, Bursting of a Giant Compressor, or Experimental Work in Preparation of a New Gas Which May Have Proved Explosive**

An industrial catastrophe, which was perhaps the greatest the world has ever known, occurred when the Haber ammonia plant of the Badische Anilin und Soda-fabrik at Oppau on the Rhine was destroyed by explosions on the morning of September 21. The casualties resulting from the explosion are more than 1,100 killed and 4,000 injured, as estimated by press correspondents, but it will probably be some weeks before anything like accurate data can be obtained. The fact that the plant destroyed was located in the midst of Germany's most concentrated industrial area increased the loss to some 150 million marks on account of the damage done to other towns within a radius of about twenty-five miles. The Oppau works, which alone cost approximately \$5,000,000 were completely demolished in addition to heavy damage to plants and residences at Ludwigshafen and Mannheim and even as far away from the scene of the accident as Frankfurt.

The complete demolition of the plant has made it impossible to ascertain definitely the cause of the explosion but it was apparently due to the bursting of one or more Haber ammonia converters, the explosion of a gasometer used for the storage of hydrogen, the bursting of one of the giant compressors used in the process, or experimental work in progress at the time.

The most probable cause was the failure of the ammonia converters. In the Haber process ammonia is formed by the reaction between pure nitrogen and pure hydrogen in the presence of a catalyst under a pressure of some 200-300 atmospheres and at temperatures around 500-700° C. Under these conditions the mixed gases pass over the catalyst contained in tubes or towers 40 feet long by 30 inches inside diameter and made of special alloy steel 6 inches thick. The alloy was developed by the Krupp's especially for the purpose, but nevertheless at the high temperatures and pressures employed the danger of failure of the apparatus was great. An explosion of one of these converters in 1917 showed the management the danger and caused them to increase their precautions still further in handling the process. The bursting of one of these steel converters was probably the cause of the explosion, according to Major Theodore W. Sill, formerly of the Chemical Warfare Service, who was one of the American representatives on the Interallied Mission visiting the German industrial districts in 1919.

In preparing the gases for conversion they are stored

in large gasometers and it is possible that excess pressure in one of these caused the escape of hydrogen which became ignited and exploded, or that the pressure became so great as to burst the storage tank. The "Frankfort Gazette" states insistently that this was the cause in spite of the vehement denials of officials of the Badische company. In this connection, failure of the immense compressors used in the preparation of liquid air, from which the nitrogen is derived, and for compressing the gases into the converters might have started the explosion.

The record on the seismograph at Stuttgart, ninety-four miles away, showed two distinct shocks as of an earthquake, the second more violent than the first, occurring about half a second apart, which demonstrated the great violence of the explosion. This is taken to indicate that the first blast was sufficiently violent to detonate later immense quantities of nitrogen compounds, ammonium nitrate, etc., which were stored in the plant.

It is understood too that some experts believe that the secondary explosion occurred in stocks of mixed sulfate and nitrate of ammonia which were on hand.

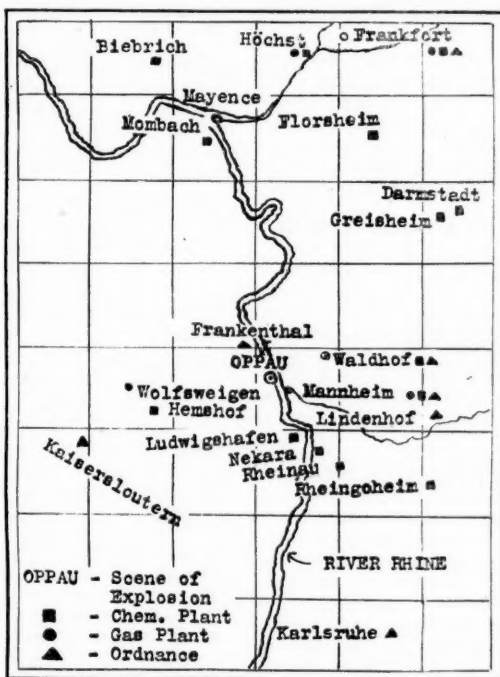
The belief has been expressed by some scientific men in Germany, said to be in close touch with the situation, that the explosion occurred in the course of investigations having to do with the preparation of a hitherto unknown gas which may have turned out to be explosive. The reports so far received based on this assumption have been fragmentary and have not gained particularly wide credence as the dangers from the other causes outlined are so much better understood. The possibility still remains, however, that some new gas may have been involved of which the officials of the company are unwilling or unable to speak in detail.

In the meantime an official investigation has been started into the cause although the investigators are quoted as saying that the utter havoc

wrought by the explosion will probably prevent any definite decision.

The plant at Oppau was operated in 1913 with a daily capacity of 100 tons of ammonia. It was the first plant to be operated using the Haber process, which had been given up as impractical by all of those interested in the problem of nitrogen fixation, except its inventor. He continued investigation of various catalytic agents and of steels to be used for the converters and finally arrived at a reasonably satisfactory result although the world outside of Germany has shown little interest in the process. In 1915 when the English blockade or shipping began to interfere seriously with Germany's supply of Chilean nitrate, the Oppau plant was enlarged to produce some 100,000 tons of ammonia per year and plants were erected for converting this to nitric acid and nitrate explosives.

The principal advantage of the Haber process lies in its small power requirement. The reaction is exothermic



so that the power to run the compressors is all that is needed. In America and in Norway where nitrogen fixation operations are being conducted the immense amounts of water power available have led to the use of other processes utilizing this. So far as is known there is not and has not been a plant in the United States using the Haber process.

The possibility of the explosion having been caused by the spontaneous detonation of some of the stored ammonium salts should be investigated as having a possible bearing on the storage of such materials in fertilizer warehouses elsewhere.

Although the Oppau plant was used to supply the dye works of the Interessens Gemeinschaft with nitric acid it is understood that no serious damage was done to any of the dye plants except possibly to the buildings which house them. The probable effect of the removal of Germany's principal source of supply of nitrogen compounds until the plant can be rebuilt, estimated one to one and one-half years, will be a cutting off of German exports in these products and higher prices throughout the world.

The Berlin correspondent of DRUG AND CHEMICAL MARKETS sent the following radiogram by wireless from a station in Germany on the day of the disaster: "Oppau works of Badische Aniline exploded. Several hundreds killed." The wireless was received at the Cape Cod station of the Radio Corporation of America, and forwarded to DRUG AND CHEMICAL MARKETS the same day.

#### COL. METZ ESCAPES OPPAU EXPLOSION

(Special Radiogram to DRUG & CHEMICAL MARKETS)

Berlin, Sept. 26—Col. Herman A. Metz, of New York, who has been in Germany collecting statistics on the dye industry for use in a brief which he will file with the Ways and Means Committee in opposition to the license system, was not at Oppau at the time of the explosion. He had just completed a tour of leading dye plants and was stopping in Frankfort at the time, where the shock was distinctly felt, but no one was injured.

#### WORKMEN SEIZE GERMAN DYE PLANT

(Special to DRUG AND CHEMICAL MARKETS)

Berlin, Sept. 27—The workmen in the plants of the Hoechst Aniline Co., and the Griesheim chemical works have been locked out, owing to demands for higher wages which the managers refused to grant. The works closed down on Saturday. Excited workmen gathered at the plants and the Hoechst Aniline Co.'s works were stormed and taken possession of by the locked out men, who are keeping the plant running.

The Hoechst Aniline Co. is closely connected with the Badische anilin plant at Oppau. It is said that the Oppau explosion destroyed materials necessary to the operation of the plant. The Griesheim works are owned by the Chemische Fabrik Co.

The National Aniline and Chemical Co. announces the manufacture of National Brilliant Green B Crystals, which produces somewhat yellower and brighter shades than National Victoria Green W B Crystals and is recommended for the production of brilliant greens on cotton or silk. This new product will also find considerable use for the topping of dyeings made with direct dyes. Further uses for this new basic dye will be found in the dyeing of jute and paper and in the manufacture of tannin Lakes.

The tin market advanced on higher quotations from London, coupled with a stronger feeling in sterling and silver. New York tin prices are following London tin and exchange closely, and it was difficult to find buyers at 27c, most holders asking 27½c and up to 27¾c for future shipments. The 90 per cent tin price was held at 26¾c to 27c, this metal being under strong sellers' control.

### Business Brevities

The National Paint, Oil and Varnish Association has arranged for a four-day convention at Atlantic City, on Oct. 25 to 27.

A New York firm is offering newsprint paper, ground wood printing paper, and photogravure paper, made by Scandinavian paper mills, at prices below domestic quotation.

The Paint, Oil and Varnish Club of New York held its 176th dinner at the Hotel Astor, last Thursday evening. Dr. Charles H. Herty was the principal speaker, who discussed the tariff as related to the chemical industry.

The U. S. Civil Service Commission will hold examinations Nov. 2 for chemical laboratorian, one analytical and one metallurgical. An examination will be held for assistant pharmacognosist to fill a vacancy in New York City.

Professor Soddy of Oxford University has arrived in London with two grammes of radium, valued at £70,000. This is the largest and most valuable consignment of radium that has ever been moved. It is the first shipment made by the Czechoslovak Government on behalf of the Imperial and Foreign Corporation of London.

The drug firm of Hynson, Westcott & Dunning, Baltimore, has purchased the residence of the late Nelson Perin, on the Southwest corner of Charles and Chase streets and has engaged Howard Sill, an architect, to design a structure especially suited to the needs of the firm, which manufactures a large number of pharmaceutical products.

The receiver's sale of the real property of the Union Dye & Chemical Co., Kingsport, Tenn., was held Monday, Sept. 19, having been postponed from Aug. 10. The bid of \$200,000 made by the holders of \$600,000 first mortgage bonds to protect themselves was accepted. The committee of bondholders is formulating plans for the disposition of the plant, but have made no announcement.

The sale of fur skins in Masonic Hall, New York, last week, netted \$3,265,000. Compared with the average prices obtained at the April sale those for the furs sold Saturday showed these percentage changes: Kolinsky, 25 off; Germany fitch, none; Russian fitch, 10 above; civet cat, none; nutria, 40 off; Persian lamb, 20 off; Northern and Southern wild cat, both 10 off; Northern raccoon, 20 above; Southwestern wild cat, 35 above, and squirrel, 10 above.

Figures on the cost of living prepared by the National Industrial Conference Board, 10 East Thirty-ninth street, show that clothing prices advanced 64 per cent between July, 1914, and July, 1921, but decreased 38 per cent between July of last year and July of this year. The board received 191 replies to questionnaires, giving retail prices of selected articles of yard goods and wearing apparel in July, 1921, from as many clothing and dry goods dealers in seventy-eight cities of the United States.

At a meeting of the stockholders of John T. Milliken & Company, Manufacturing Pharmacists of St. Louis, held last week at the company's office the following directors were elected: John G. Lonsdale, H. W. Loeb, Virgil M. Harris, John S. Lionberger, Robert L. Hedges, John D. Gillis, Louis R. Milliken. Immediately after the stockholders meeting the following officers were elected by the directors: President, John D. Gillis; vice-president, Louis R. Milliken; secretary, John S. Lionberger; treasurer, H. L. Kemper.



**N. A. R. D. TALKS NARCOTICS AND TAXES***(Special to Drug and Chemical Markets)*

Denver, Col., Sept. 28.—The National Association of Retail Druggists held its 23rd annual convention here last week, with 1,500 members in attendance. J. J. Posschl, of Milwaukee, president of the Association, summed up the year's work. Simplification of rules governing the handling of narcotics and repeal of the revenue laws so far as they provide for taxes on soft drinks and stamps on drug products were leading topics before the convention.

Among the speakers were Gilbert A. Currie, representing the Chemical Foundation; Frank Stockdale, on "Making the Dollar Work Faster;" Miss Nell Vinick, on "The Merchandising of Women's Products in Drug Stores;" E. C. Brokmeyer, general counsel for the N. A. R. D.; Professor James H. Beal, and Nels Darling.

Among the resolutions adopted were the following: In favor of the licensing system for the importation of dyestuffs, requesting the restoration of "2-4-8" wholesale prices on packaged goods, opposing classifying retail dealers in narcotics as wholesalers, and proposing the bringing of a test case to settle the question, and asking the co-operation of manufacturers in the popularization of the slogan, "Try the Drug Store First." The convention emphatically opposed the classification of official preparation as liquor and of retail druggists as liquor dealers. It also favored the repeal of the internal revenue taxes on soda water and toilet preparations.

Officers elected for the ensuing year are:—President, Ambrose Hunsberger, of Philadelphia; vice-presidents, D. J. Kuhn, of Nashville, W. Bruce Philips of San Francisco, and B. W. Strickland, of Denver; secretary, S. C. Henry, of Chicago; and treasurer, W. A. Owen, of Indianapolis.

**NEW DENATURING PERFUME FORMULA***(Special to Drug and Chemical Markets)*

Washington, D. C., Sept. 28.—The Commissioner of Internal Revenue has authorized the use of the following formula known as 39B in the manufacture of perfumes, toilet waters, alcoholic barber supplies and lotions: To every 100 gallons of pure ethyl alcohol add  $2\frac{1}{2}$  gallons of Diethylphthalate  $C_8H_8(CO_2C_2H_5)_2$ .

Diethylphthalate is colorless, practically without odor and is miscible with alcohol. Boiling point  $290^\circ C$ . The ester content should be not less than 99% determined by the usual saponification method. Qualitative detection, fluorescein test: Take five (5) drops of Diethylphthalate or 10 c.c. of the  $2\frac{1}{2}\%$  solution, place in a small casserole and add 5 c.c. of a 10% solution NaOH. Evaporate practically to dryness on a steam bath and then to complete dryness over a low Bunsen flame. Continue heating until the mass is in gentle fusion. Discontinue heating and add at once approximately one-half gram of resorcin. The mass effervesces and turns a dark brown. Place a small portion of this mass in a test tube and add water. The characteristic color of fluorescein develops at once.

This formula should not be used in preparations of an alkaline character as a chemical reaction will take place which may be detrimental to the finished product.

President Harding's Unemployment Conference appointed nine sub-committees. These committees relate to unemployment statistics, unemployment agencies and registration, emergency state and municipal measures and public works, emergency measures by manufacturers, emergency measures in transportation, emergency measures in construction, emergency measures in mining and emergency measures in shipping. Another sub-committee is composed of the chairmen of the others and will be in charge of the schedule of public hearings.

**CHANGES IN REVENUE BILL**

**Senate Finance Committee Offers Amendments to House Measure—Concurs In Proposal to Repeal Tax On Proprietary Medicines, Perfumery and Cosmetics—Restores Tax on Toilet Soaps**

*(Special to Drug and Chemical Markets)*

Washington, D. C., Sept. 28.—The Revenue bill presented to the Senate carries many important amendments. There are also many concurrences in House action, among them the following:

The House repeal of excess profits taxes, effective January 1, 1922, and the repeal of the higher surtaxes, making the maximum 32 per cent, also effective January 1, 1922.

The 15 per cent tax on corporate net income from and after January 1, 1922. The House provides for a  $12\frac{1}{2}$  per cent tax on corporate net income from and after January 1, 1922.

Repeal of the capital stock tax of July 1, 1922.

A reduction of one-half in the taxes on freight and passenger and Pullman transportation for the calendar year 1922 and the repeal of these taxes on January 1, 1923.

Increase in personal exemption of married persons having a net income not in excess of \$5,000 from \$2,000 to \$2,500. Increased exemption for children and dependents from \$200 to \$400.

Repeal of the retail sales tax on proprietary medicines, perfumes and cosmetics, and imposition of a 4 per cent sales tax on manufacturers' selling prices of perfumes, cosmetics and similar articles.

Restoration of 3 per cent tax on toilet soaps and toilet soap powders.

New tax of 5 per cent on all office furniture and fittings of mahogany, rosewood or other imported cabinet woods.

Restoration of 10 per cent tax on sculpture, paintings, statuary, art porcelain and bronzes.

In the case of manufacturers subject to tax under Section 900, doing both a wholesale and retail business, the existing law permits them to compute the tax on retail sales on the basis of wholesale selling price.

The House bill permits the deduction of a net loss resulting after December 31, 1920, in any taxable year from the net income for such succeeding taxable year, the amount of the excess in the next succeeding taxable year. The Finance Committee retains this provision.

The deduction in computing net income of amounts expended for meals and lodging by traveling men and other persons while away from home in the pursuit of a trade or business.

The limitation of the deduction to individual for gifts to charitable and educational institutions in computing the net income.

The exemption from making income tax returns to domestic building and loan associations, substantially all the business of which is confined to making loans to members.

The House method of treating personal service corporations as other corporations on and after January 1, 1922, was adopted.

Permission granted corporations to make at their option consolidated returns or separate returns for each subsidiary.

A tax of \$4.20 on distilled spirits withdrawn for non-beverage purposes and diverted for beverage purposes, the tax to be paid by the person responsible for such diversion.

Tax on cereal beverages reduced from 15 per cent of the manufacturers' selling price to 2 cents per gallon.

Tax on mineral waters sold at over 10 cents per gallon of 2 cents per gallon.

The committee agreed to the provision of the House bill for the simplification of the Liberty bond tax exempt

requirements of existing law giving a flat exemption on all Liberty bonds.

House provision to establish a tax simplification board adopted.

The committee considered the creation of a tax investigation commission to investigate tax exempt security, and other problems and decided against it.

#### INVESTIGATION OF DYE COMPLAINTS

David M. Mosessohn, executive director of the Associated Dress Industries of America, who called a recent meeting of all interests in the dress and waist industries, describes the work of the committee in a recent notice to the trades interested.

"The appointment of the committee comprising dye manufacturers and dyers; woolen, cotton and silk goods manufacturers, and dress and waist manufacturers, is a step in the right direction," he said. This is the way it will work in actual practice.

"A manufacturer receives from a retailer a dress which has been returned to the dealer by a consumer who claims that the dye is not fast. The manufacturer turns the dress over to the committee composed of technical experts. After ascertaining certain information relative to the price of the dress, the price of materials, treatment received, etc., the committee will trace the material through the cutter-up to the manufacturer and to the dyer. The dyeing process will be investigated, then an examination of the dyes will be made.

"In this way it can be learned whether the proper dye for the particular material was used by the dyer, and whether the material so dyed was adapted for the use to which it was put. Many times silk dyes are used on cotton materials or woolen dyes on silk materials, which renders the material so dyed unmerchantable for its designated purpose. This examination will reveal the cause of the trouble and the proper remedial steps can be taken intelligently.

"If American dyes are as good as can be obtained anywhere we want them and we want to protect them. If the dyer is at fault he should know it and be compelled to correct the fault. If the cutter-up is wrong in using the wrong material or buys a poorly dyed piece of goods to save a penny or two a yard, he should be brought to task. On the other hand if the consumer launders a material which is not dyed fast to washing and requires dry cleaning, or if she uses hot water which renders a dye unfast, she should be instructed in a national way just how the thing should be done."

#### ESTIMATED GERMAN DYE OUTPUT

French figures on German dyestuff production indicate that it has fallen off since 1920 and is now about 25 per cent of the pre-war amount. During 1920 it fell as low as 18 per cent but recovered in the latter part of the year to 32 per cent. During February of this year the production was 3,585 tons, in March 3,960 tons, in April 3,800 and in May 4,008 tons, an average for the period of approximately 3,800 tons per month.

The amounts of the more important dyes and classes of dyes produced in this four months period were as follows: Alizarine red, 524 tons; Indigo, 3,744 tons; Vat dyes, exclusive of indigo blue, 581 tons; Indanthrene Blue GCD, 18.4 tons; Direct cotton colors, 2,912 tons; Acid colors, 2,848 tons; Chrome colors, 829 tons; Basic colors, 1,100 tons; Lake colors, 612 tons. One quarter of this production is reserved for the Allies under the terms of the Peace Treaty.

The Wilson Chemical Co., dealers in intermediates and heavy chemicals, has moved to larger quarters at 198 Broadway.

#### U. S. TEXTILE EXPORTS INCREASE

The exports of wearing apparel trebled in value during August compared with July, says the Bureau of Foreign and Domestic Commerce, advancing from \$154,147 in July to \$460,763 in August. A large increase in imports of unmanufactured wool is reported, where the figure was \$1,010,851 in July and \$2,081,065 in August. Duck imports also made a good advance, increasing from \$163,617 in July to \$264,122 in August.

Imports of unmanufactured wool doubled in August, as compared with July. The quantity of raw wool being imported exceeds that of August, 1920, but the value is far below last year's figures.

Exports of cotton manufactures increased slightly during August, due largely to an increase in exports of cotton duck of approximately \$100,000 in value, as compared with July. Exports of knit goods and cloths of cotton also increased slightly.

#### UNITE FOR EXPORT LEATHER TRADE

American Manufacturers Consolidated, Inc., is the name of a company about to engage in the export leather business. The company represents prominent leather factors, who seek a larger share of the leather and shoe business expected to develop throughout Southeastern Europe and the Balkan States. It is understood that Poland particularly offers trade possibilities in these commodities. The concerns represented in the company are Central Leather Co., sole leather; T. G. Plant Co., women's shoes; E. E. Taylor, men's shoes; John A. Frye, heavy shoes and Lucius Beebe & Son, upper leather. George Boinow, Boston, and Joseph Filiurin, New York, will represent the new company abroad.

#### FIGHTING THE BOLL WEEVIL PEST

All things considered, calcium arsenate now appears to be regarded as the one hope of the cotton planters in the heavily weevil infested South, writes a correspondent of the "New York Times." But the consensus of the best opinion is that before it can be universally adopted the system must be greatly simplified and the cost of application reduced to a point very much less than it is at present. To that end the Federal Government experts are working, and if there ever was a confident group of men it is the group at Tallulah that is battling with this \$250,000,000 to \$400,000,000 boll weevil problem.

#### MINIMUM WAGE LAWS IN TWELVE STATES

In the United States, minimum wage laws are found in twelve States, the District of Columbia and Porto Rico but they are applicable only to women and minors, says the Department of Labor. Rates are usually fixed by a board or commission, though in Arizona and Utah the law itself names the rate. The entire history of this legislation has been marked by attacks on its constitutionality, but the supreme courts of five States have upheld their laws as valid, with no adverse decision by such a court.

Charles E. Foster has been appointed New England sales manager for the Calco Chemical Co. and assumed his duties at the Boston office, 35 Hartford street, Sept. 1. This office carries in stock the entire line of Calco colors and was established for the convenience of the New England trade. Mr. Foster has had a broad experience in mill and sales work.

The Air Reduction Co. has declared the usual quarterly dividend of \$1 a share, payable Oct. 15 to holders of record Sept. 30.



## Consuming Industries

The Rubber Association of America has granted a leave of absence to P. L. Palmerton, manager of the association's foreign trade bureau, in order to enable him to accept the position as chief of the Rubber Industrial Division in the Bureau of Foreign and Domestic Commerce.

The Tanners' Council of the United States of America will hold its annual meeting on Oct. 20 and 21, at the Hotel Drake, Chicago. Fred A. Vogel, of Pfister & Vogel, and Thomas S. Keirnan, of the Griess-Pfleger Tanning Company, are in charge of details of the programme.

More sheepskin, calfskin and patent leather is manufactured in Peabody, Mass., than in any other one place in the world, says "Hide and Leather." For the past ten years the city has advanced with great strides, so that now the annual output of Peabody products is over \$25,000,000.

The Census Bureau reports 36,617,584 cotton spindles in the United States at the beginning of the cotton year, August 1. Of that number 33,059,211 spindles were operated at some time during the month, the aggregate number of spindle hours being 7,319,916,931. Massachusetts leads with 11,810,563 spindles and 1,998,565,497 spindle hours. North Carolina is second with 5,228,266 spindles and 1,200,591,162 spindle hours. South Carolina is third with 5,013,538 spindles and 1,216,966,894 spindle hours.

Edward G. Wilmer, president of the Goodyear Tire and Rubber Co. says: "Our sales during the summer season have exceeded our expectations of last spring. There was a larger use of automobiles than we had thought there would be, compelling our production of tires to go within 85 per cent of its peak volume. Part of this was due undoubtedly to the fact that there hadn't been the normal buying during last fall and winter. Neither consumers nor dealers did any stocking up this summer, and they are still buying carefully, from hand to mouth."

The strike of full fashioned hosiery workers, at Philadelphia, which has been under way since the first of this year, is still no nearer solution than on the day the strikers quit work. Conferences were held last week by the mill owners, members of the Union and the U. S. Department of Labor. The mill owners insist that their loyal workers be retained and that the union agree to the employment of former service men. The conference adjourned when both sides refused to make any concessions on these two points. The manufacturers say they will enter no other conference with the labor leaders until the latter shall agree to change their attitude on these questions.

An immense amount of cotton is used in the various branches of the rubber industry, and the needs of the trade are certainly not growing less; yet it is doubtful if even a fair allowance has been made for the requirements of the industry by its leaders. Coming at a juncture when there is urgent need for revision downward in cost production and selling price in order to stimulate the sluggish rubber trade into reasonable activity, says the "India Rubber World," comes official confirmation of the report that, despite favorable midsummer growing conditions, the United States cotton crop will scarcely total 8,500,000 bales, or some 5,000,000 less than last year, and almost 8,000,000 less than the record crop of 1914.

## METZ SAYS GERMAN DYES MAY COME ON THE FIBER OWING TO EMBARGO

Colonel Has Gathered Statistics From German Manufacturers to Prove That Present Tariff Is Sufficient —Declares United States Can Sell Sulfur Blacks to Germany

Herman A. Metz, of New York, Brooklyn and Washington, D. C., said recently in an interview at Frankfort, Germany:

"You can make up your mind to this: If German dyes do not come to us in the package or keg, they will come in on the fiber."

Mr. Metz went to Germany last month to investigate conditions in the large dye manufacturing plants over there in order to lay before the United States Senate Finance Committee a detailed comparison of the costs of production of colors in Germany and the United States.

Colonel Metz, had conferences with leading dyestuffs makers of Germany who gave him statistics in support of his argument that the existing United States tariff of 30 per cent, plus 5 cents a pound, provides ample protection for 75 per cent of the dyes now produced in the United States. He admits, however, that for the time being it is necessary to consider Germany's depreciated currency, but he emphasizes that a permanent tariff should be framed to meet normal, or nearly normal, conditions. The present tariff, he holds, is an absolute protection against competition from dyes made in Switzerland, whose currency is not far from par.

"America," Col. Metz said to a representative of the "Daily News Record," in Frankfort, "is now in a position to sell to Germany sulfur and direct blacks. They are down to pre-war prices at home, but in Germany they are far above their 1914 levels. We are selling to Germany various raw materials, and several of the large German plants are shifting from the production of colors to the making of synthetic shellac, synthetic rubber, chemicals and particularly fertilizers, because of the increasing costs to the Germans in the manufacture of dyes. Our raw materials, with the developments at home, are not costing us any more than the same raw materials now cost the Germans. These advanced costs made necessary the capital increases of the German companies.

"The German plants," Colonel Metz continued, "are not turning out anything new in the color line and they have not done so in several years. They have neither the money nor the facilities to conduct the essential experiments. The only temporary advantage they possess, if it can be so considered, is the depreciated value of their mark, but from the general viewpoint the German color factories are far from being in the flourishing condition pictured by some of our high tariff advocates who want Uncle Sam to hold a mammoth umbrella over them."

The German dye factories, Colonel Metz estimated, are operating less than 50 per cent of their capacity, and he asserts they are experiencing much difficulty in obtaining raw material. Based on the operating figures of the three dye plants he conducts in the United States Colonel Metz figures the cost of labor in the production of American dyes between 7½ and 10 per cent with the prices of raw materials still manifesting a downward tendency, he says.

Fire at Bergamo, Italy, Sept. 19, destroyed large stocks in the textile mills. A strike in protest against a proposed reduction of wages in the mills has been in progress for some time. Just before the fire was discovered, revolver duels between police and strikers took place in which several persons were wounded. The fire is alleged by the authorities to have been set by the strikers as a reprisal.

**TEXTILE MILLS DECLARE DIVIDENDS**

The directors of the Winnesboro Mills have declared the usual quarterly dividends of 2% on the common and of 1 1/4% on the preferred stocks, both payable Oct. 1 to holders of record Sept. 26.

The Arlington Mills the regular quarterly dividend of \$2 a share, payable Oct. 1 to stock of record Sept. 20.

The Arcadia Mills quarterly dividends of \$2 a share, payable Oct. 1 to stock of record Sept. 20.

The Monomac Spinning Co. a quarterly dividend of \$1 a share, payable Oct. 1 to stock of record Sept. 20.

The William Whitman Co. regular quarterly dividend of \$1.75 a share on preferred stock, payable Oct. 1 on stock of record Sept. 20.

The Lawton Mills, 2 per cent, payable Sept. 30, to stockholders of record, Sept. 23.

The Greelock Co., 1 1/4 per cent, payable on preferred stock Oct. 1 to stockholders of record Sept. 20.

The directors of the Pilgrim Mills have declared the usual quarterly dividend of 2 per cent each on the preferred and common stocks, payable Sept. 30 to holders of record Sept. 24.

The Flint Mills of Fall River, have declared a quarterly dividend of 2 per cent, payable Oct. 1 to stockholders of record Sept. 20. The declaring of 2 per cent for the quarter brings the rate for the year up to 10 per cent.

The Cornell Mills have declared a quarterly dividend of 2 per cent regular and 1 per cent extra, payable on Oct. 1 to stockholders of record Sept. 20. The corporation has maintained a quarterly rate of 3 per cent for the entire year.

The Chace Mills have declared a quarterly dividend of 1 1/2 per cent, payable on Oct. 1 to stockholders of record Sept. 20. The rate is the same as for the previous quarter, but as 2 per cent was paid for both the first and second quarters, the rate for the year will be 7 per cent.

**CLOTHIERS WOULD STOP CANCELLATIONS**

The National Association of Retail Clothiers in session at Rochester, N. Y. last week, heard the report of a committee recommending conferences with representatives of manufacturers associations to draw a contract of purchase and sale that will bind the seller and buyer. The report further states that the agreement should contain provision for penalization for the failure to fulfill the contract. It is further recommended that the committee after reaching an agreement with the various manufacturers shall report their findings for final endorsement to the next annual convention of the association.

Thomas Foulkes, of the American Association of Woolen and Worsted Manufacturers, told the delegates they cannot look for lower prices on woolen goods for the spring season of 1922. This assertion came on the heels of the action taken by the retailers to bring about a reduction of retail clothing prices.

Anselm Frankel, of Des Moines, Ia., was elected president of the National Association of Retail Clothiers at the closing session. Mr. Frankel is a former president of the Iowa Retail Clothiers' Association, the first retail clothiers' organization to be formed in the country.

The other officers elected were: Vice-presidents, Fred Voiland, Topeka, Kan.; Sol Schloss, Indianapolis, Ind.; H. R. King, Seattle, Wash.; Dave Halle, Memphis, Tenn.; George G. Salberg, Poughkeepsie, N. Y., and Julius Morse, Boston, Mass.

George Flynn, Madison, Wis., was elected treasurer and Charles E. Wry, of Chicago, was re-elected secretary. Next years convention will be held in New York City.

**AMER. WOOLEN CO. MAY IMPORT GOODS**

The American Woolen Products Co., a subsidiary of the American Woolen Co., has taken an option on the output of 35 woolen, worsted and yarn mills in Germany, Czechoslovakia and Austria. The product of the mills will be sold in South America and other export markets. President Chester L. Dane, of American Woolen Products Co., who arrived recently from an eight weeks trip in Central Europe, said:

"All the mills inspected were in amazingly good physical condition. In Austria we saw mills in better condition than any others in the world, and in position to start as soon as credit and raw materials are available.

With the product of these mills, the American Woolen Co., will be in a position to compete with German producers. This is virtually impossible now, according to Mr. Dane, because of high labor costs in American factories.

William M. Wood, president of the American Woolen Co., said the plan had not been considered in detail yet. If merchandise made in foreign mills should be imported into the United States the success of the venture would depend upon the tariff and he could not discuss this phase of the question at present.

**PAPER TRADE IMPROVING**

The American Pulp and Paper Association states that a turn for the better is evident in this industry. "Resumption of operations," says the bulletin, "by some of the high grade mills on a broad scale is reported from various sections of the country. Following the recent and various individual downward revisions in price of high grade paper, liquidation is apparently complete in the writing, book and cover paper markets, and as a result buying is increasing. While these prices may not have returned to their pre-war level, they are down to bed-rock so far as costs are concerned."

**New Consuming Companies**

E. and H. Silk Co., Paterson, N. J., capital \$100,000. Nathan Hamberger, J. Eison, Morris Eison, Paterson.

Capital Ribbon Co., Passaic, N. J., capital \$50,000. Frank Wiestenhausen, G. A. Hunziker, Paterson, N. J.

Bullet Proof and Non-Shatterable Glass Corp., Manhattan, capital \$300,000. B. C. Fox, S. Tekulsky, P. Abrams; attorneys, Hartman, Sheridan & Tekulsky, 152 W. 42nd st.

Bear Rubber Mills Corp., Dover, Del., capital \$1,000,000. Don E. Cameron, Chas. Massey, Claude J. Kelly, San Antonio, Tex.; incorporated by the U. S. Corporation Co.

American Manufacturers Consolidated, Inc., Boston, Mass., capital \$100,000. To engage in the export leather business. Arthur W. Wellington, Weston, Mass.; George M. Peabody, Boston; George Boinow, Boston; John A. Frye, Marlboro, Mass.; J. Oliver Beebe, Wakefield, Mass.; Joseph Filiurin, New York.

Trent Rubber Co., Trenton, N. J., capital 10,000 shares of stock, no par value. To manufacture rubber products. William V. Lee, I. M. Martino and George Gildea. The company is represented by Thomas H. Thropp, Enterprise ave.

Mills-Penfield Corp., New York, N. Y., capital \$20,000. To manufacture paper products. I. Mills, C. H. Penfield and J. Cohen, 7 West Eighth st.

Benjamin Products Corp., Jersey City, N. J., capital \$1,000,000. To manufacture rubber products. Robert A. Van Voochiss, Arthur R. Oakley and William E. Schiells, Jr.

Mohawk Tanning Co., Gloversville, N. Y., capital \$10,000. S. F. Sackheim, M. Barnett, O. Brauns; attorney, W. S. Cassidy, Gloversville.

Servis Shoe Polish Mfg. Co., Manhattan, capital \$30,000. B. E. Finberg, F. W. Birch, I. L. Hopkins; attorney, A. Aaronson, 291 Broadway.

Nashville Pulp and Paper Co., Dover, Del., capital \$1,250,000. Incorporated by the Corporate Trust Co. of America, Wilmington, Del.

Goodyear Silk Mills, Paterson, N. J., capital \$25,000. Samuel Niefeld, Jacob Schipmowitz, Paterson; A. M. Slavisky, New York.

**Capital Increases**—Thompson-Case Oil & Rubber Co., Chattanooga, Tenn., from \$15,000 to \$50,000.

Southern Gypsum Co., North Holston, Va., from \$500,000 to \$750,000.

## QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Actna Expl. ....	10	10 1/2	Heyden Chem. ....	1 1/2	2
Actna Expl. pf. ....	67	68	H'k Electro. ....	55	65
Air Reduction. ....	36	38	H'k Electro. pf. ....	60	70
*Allied Chem. & D. 44	44 1/2	45	Int. Agricult. ....	7 1/2	8 1/2
*All'd Ch. & D. pf. 87	83	88	Int. Agricult. pf. ....	39	39 1/2
Am. Ag. Ch. ....	34	35	*Int. Nickel ....	13 1/2	14
*Am. Ag. Ch. pf. ....	61	63	*Int. Nickel pf. ....	80	84
Am. Chicle. ....	10 1/2	14	*Int. Salt ....	45	...
Am. Chicle pf. ....	35	40	K. Solvay ....	60	60
*Am. Cot. Oil. ....	19 1/2	20	*Matheson Alk. ....	12	19
*Am. Cot. Oil pf. ....	45	51	Merck & Co. pf. ....	60	75
*Am. Cyan. pf. ....	35	40	Merrimac ....	77	79
*Am. Druggists S. ....	4	4 1/2	Mulford Co. ....	45	50
Am. Glue ....	40	45	Mutual Co. ....	150	...
Am. Glue pf. ....	65	70	*National Lead ....	75	76
*Am. Linseed ....	22	23	*National Lead pf. 103	104	104
*Am. Linseed pf. ....	47 1/2	48 1/2	N. J. Zinc. ....	114	116
*Am. Malt ....	12	13	Niag. A. pf. ....	96	100
*Am. Zinc ....	8	8 1/2	Parke, Davis & Co. 83	83 1/2	87
Amer. Zinc pf. ....	26	28	Procter & Gamble. 676	685	685
Atlas Powder. ....	111	114	Procter & Gam. pf. 101	101 1/2	101 1/2
Atlas Powd. pf. ....	66	68	Rollin Ch. ....	50	60
British Am. Chem. 1	...	...	Rol. Ch. pf. ....	80	90
By. Prod. Co. ....	57	65	Royal Baking Po. ....	78	83
Carborundum. ....	135	135 1/2	Royal Bak. Po. pf. 78	82	82
Carborundum pf. ....	115 1/2	116	Sherwin-Williams. 520	540	540
Casein Co. ....	30	45	Stand. Ch. ....	90	100
Celluloid Co. ....	100	102 1/2	Swan & Finch. ....	30	35
Celluloid Co. pf. ....	100	103	*Tenn. C. & Chem. ....	8 1/2	9
*Corn Products ....	75 1/2	76	*Tex. Gulf. Sul. ....	15 1/2	15 1/2
*Corn Products pf. 100	102 1/2	103	Union Carbide ....	44 1/2	46 1/2
*Davison Chem. ....	35	37 1/2	Union Sulphur ....	...	...
Dow Chem. ....	200	...	*Un. Drug ....	55 1/2	56
Dow Ch. pf. ....	103	103	*Un. Drug, 1st pf. 38	40	40
Du Pont ....	112	115	*Un. Dyewood ....	56	60
Du Pont pf. ....	67	69	*Un. Dyewood pf. 94	96	96
*Freeport, Tex. Sul. 13	13 1/2	13 1/2	U. S. Gypsum. ....	...	...
*Freept. Tx. Sul. pf. 91	93	93	*U. S. Indus. Al. ....	46	47
Grasselli ....	130	130	*U. S. Indus. Al. pf. ....	85	85
Grasselli pf. ....	90	95	*Va.-Car. Ch. ....	29 1/2	30 1/2
Hercules. ....	130	138	*Va.-Car. Ch. pf. ....	75	76
Hercules, Powd. pf. 80	82	82	*V. Vivaudou ....	7 1/2	8

\*Listed on New York Stock Exchange

## STOCKS OF CONSUMING INDUSTRIES

	Bid	Asked		Bid	Asked
Ajax Rubber ....	24	24 1/2	Inter. Paper ....	48 1/2	49
Am. Hide & Leath. 10	10 1/2	10 1/2	Inter. Paper pf. ....	85	95
Am. Hide & L. pf. 49 1/2	51 1/2	51 1/2	Ovens Bottle ....	26 1/2	29
Amer. Woolen ....	74 1/2	75	People's Gas, Chi. ....	52	63
Cent. Leather ....	27 1/2	28	Un. Gas Imp. ....	31	32
Cent. L. pf. ....	63	65	U. S. Rubber. ....	48 1/2	49
Consol. Textile ....	17 1/2	18	U. S. Rub. 1st pf. 86 1/2	87 1/2	87 1/2
			Flisk Rubber ....	10	10 1/2

Bradstreet's reports 419 failures for the week in the United States, as compared with 334 for the previous week and 158, 116, 160, 238 for the corresponding week, 1920 to 1917. The New England States had 24; Middle, 101; Western, 131; Northwestern, 43; Southern, 85; Far Western, 35. Canada had 59, against 30 for the preceding week. In the United States about 71.5 per cent of the concerns failing had \$5,000 capital or less and 17.6 per cent had from \$5,000 to \$20,000.

Frank A. Vanderlip, formerly president of the National City Bank, New York, now traveling in Europe, said in Rome last week: "I believe the labor difficulties and other problems are being wisely handled by the Government. In fact, Italy is certainly one of the bright spots I have met over here."

Funds on deposit with the national banks of the country decreased by more than \$2,000,000,000 during the last fiscal year, while the total resources, exclusive of rediscounts, declined more than \$2,500,000,000 according to an abstract issued by the Controller of Currency.

The Directors of the American Cyanamid Company have deferred action on the preferred dividend which is due to be declared at this time. It is understood that no action will be taken until the Directors meet again in December.

William S. Gray has obtained a judgment for \$3,324 against Philip Kachurin doing business under the name Kachurin Drug Co.

The Ultramarine Co. has obtained a judgment for \$3,046 against the Fidelity and Deposit Co. of Maryland.

## STRICT RULES OF THE IODINE POOL

In Chile the iodine industry is controlled by an association known as the Combinacion de Yodo, having its domicile at Iquique. This combination at present operates under public deed or contract entered into on April 18, 1894. At a special general meeting held at Iquique on March 28, 1918, this agreement was prolonged to March 31, 1921, and has since been again extended for a further period of three years.

The combination is controlled by a set of by-laws which are of a most comprehensive character, regulating the association in all its spheres of action. The objects of the combination, as set forth in its statutes, are:

- To regulate the export of iodine.
- To regulate the distribution of the quota of each associate in the sales of the combination.
- To arrange for the sale of the iodine belonging to the associates and for that purpose entering into consignment contracts.
- To enter into an agreement with producers of iodine in other countries for the sale and supply of the iodine necessary to meet consumption through the instrumentality of agents appointed for that purpose or in any other form which may be found convenient.
- To bring about in every possible way the consolidation of the combination, procuring the adhesion of new producers and the holders of the stock that later on present themselves; and especially
- To secure an increase in the consumption of iodine by means of propaganda, by offering rewards for the best studies suggesting new uses for iodine or to those who discover some new application for this article.

Individual members are prohibited from making, exporting, selling, transferring, "or otherwise negotiating" iodine, either in Chile or in any foreign country, except as laid down by the by-laws.

Each nitrate establishment belonging to an associate of the combination and actually manufacturing nitrate has the right, even if not equipped for iodine manufacture, to a quota in the monthly sales of iodine.

Article 54 provides for the setting up in London of a consultative body known as the iodine subcommittee. Five of the six members of this subcommittee must be persons interested in the nitrate industry and members of the iodine combination or directors or legal representatives of nitrate companies associated in the combination, and the sixth a representative of the consignees.

Directors of the Corn Products Refining Company declared an extra dividend of 50 cents a share on the common stock, in addition to the regular quarterly payment of \$1 a share, both being payable Oct. 20 to stockholders of record Oct. 4. The regular quarterly dividend of 13 1/4 per cent on the preferred stock is payable Oct. 15 to shareholders of record Oct. 4. Extra dividends at the rate of 50 cents quarterly have been paid regularly on the common stock since January, 1920.

The Directors of the National Association of Credit Men at their closing session at the Marlborough-Blenheim, Atlantic City, appropriated \$100,000 in addition to the regular budget for the investigation and prosecution of commercial crooks and announced that the entire resources of the association would be pledged to the suppression of what is declared to be the greatest wave of commercial dishonesty ever known in the country.

The Procter & Gamble Co. has declared the regular quarterly dividend of 2 per cent on the 8 per cent preferred stock, payable Oct. 15 to holders of record Sept. 24.



## The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Pages 652-653

### HEAVIER PURCHASES BY CONSUMERS

Requirements of Buyers Show Signs of Expanding—Prices of Many Products Stiffening—Cyanide and Prussiate of Soda Advancing—Slight Shading in Nitric and Sulfuric Acids Reported

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced	
Sodium Cyanide, imp., 2c lb.	Soda Prussiate, 1/2 lb.
Declined	
Acid, Nitric, 1/2 lb.	Arsenic, 1/2 lb.
Acid Sulfuric, 66°, \$1 ton	Potassium Bichromate, 1/2 lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial .....	10	10	10	11 1/2
Sulfuric Acid, 66 deg. ....	17.00	18.00	18.00	21.00
Bleaching Powder Works. 100 lbs.	2.05	2.05	2.05	6.75
Copper Sulfate .....	5.00	5.00	5.00	7.25
Potash, Caustic .....	.05 1/2	.05 1/2	.04 1/2	.22
Saltpeter, gran. ....	.09 3/4	.09 3/4	.09 3/4	.13
Soda Ash, 38 p.c. ....	2.15	2.15	2.15	2.50
Caustic Soda, 76 p.c. ....	4.00	4.00	3.90	4.25
Potassium Bichromate .....	.11	.11 1/4	.11 1/4	.31
Average .....	3.408	3.518	3.507	4.654

Business in heavy chemicals continues to improve. Prices show a decided tendency to stiffness throughout the list. Buyers are more confident and are risking heavier purchases for stock as their requirements expand. Declines in price noted during the week are of minor importance in that they are simply readjustments of quoted prices to private terms at which business has been going on. Imported goods continue to figure largely in the market and even in this direction a pronounced stiffening is noted in spite of the adverse movements in exchange. Pressure from foreign sources of supply seems lighter probably on account of the labor trouble abroad. Germany especially has been seriously affected by labor disputes, aside from the damage suffered by plants in the Oppau district as a result of the explosion. The situation from the domestic makers' point of view is much brighter and has every appearance of continued improvement. The serious price competition which has been affecting allied lines has not as yet become evident in heavy chemicals and in view of the present improvement it is improbable that this feature will enter negotiations for the present at least.

Tightness in cyanide and prussiate of soda with advancing prices are the feature of the week's trading. Supply has been falling short of demand on both of these items from importers. Caustic potash is maintained in its strong position by holders. Reductions have been announced by makers of nitric and sulfuric acids but it is believed that these reductions follow shading and are consequently of little importance as indicating a definite change in the market. White arsenic and potassium bichromate are lower. Caustic soda and soda ash are steady at recently prevailing levels.

**Acid, Acetic**—Buyers are showing a little better interest but prices are held at former levels. The price basis from makers is \$2.50@\$3.00 per hundred for 28% acid in barrels. Glacial acetic is quoted at 10c@11c per pound according to brand. Makers are at variance on

price but it is indicated that business on firm bids can be put through at or near the lower level quoted.

**Acid, Mixed**—In spite of reductions on both nitric and sulfuric acids, mixed is held at former prices. Nitric is quoted at 9 3/4c per unit and sulfuric at 1c per unit.

**Acid, Muratic**—No change has been made by makers in their price basis. Business is improving on a basis of \$1.50@\$2.00 per hundred for 20° acid in carlots and less in carboys.

**Acid, Nitric**—The softness of sodium nitrate coupled with sluggish demand has made it possible for makers to reduce their quoted prices to levels recently reached in shading operations. The present quoted prices are based on 38° acid in carlots of carboys at 5 3/4c@6 1/2c per pound according to seller. On this basis 36° acid is quoted at 5 1/4c@6c per pound, 40° acid at 6 1/4c@7c per pound, and 42° acid at 6 3/4c@7c per pound.

**Acid, Sulfuric**—A reduction has been made on 66° sulfuric by makers to a basis recently reached by shading quoted prices. Quotations now are \$17.00@\$18.00 per ton for 66° acid in tank cars f.o.b. works. The 60° strength is unchanged at \$11.00@\$12.00 per ton on the same basis. Movement in sulfuric has been showing a steady improvement; especially marked has been the improved demand for 60° acid from the fertilizer trade.

**Alum**—Prices for imported alums for shipment are weak and some holders on the spot are inclined to shade prices on the prospect of lower replacement costs. Present importers' prices are based on 3 1/2c@3 3/4c per pound for lump ammonia alum and 3 3/4c@4c per pound for lump potash alum. Domestic producers are quoting ammonia lump at 4c@4 1/4c per pound and lump potash at 5 3/4c@6c per pound.

**Aluminum Sulfate**—Domestic makers are holding their prices at former levels but rumors of considerably lower figures from importers are heard. Makers quote iron free at 2 1/2c@3c per pound and commercial at 2c@2 3/4c per pound. Demand is improving.

**Ammonium Chloride**—Imported material continues to rule the market. Gray granulated is quoted 6 3/4c@7c per pound from importers against a makers' price of 7c@7 1/4c per pound. White granulated is quoted by makers at 7c@7 1/4c per pound as against 5 3/4c@6 1/2c per pound by importers. Lump sal ammoniac is quoted at 16c@17c per pound.

**Ammonium Sulfate**—Prices are strong at recent levels. Double bags f.a.s. are quoted at \$2.50 per hundred although sales are said to have been made as low as \$2.35 per hundred. Bulk material at works is very firm at \$2.15 per hundred where supplies can be located. Improvement in steel is expected to increase supplies of ammonium sulfate and may force lower prices.

**Arsenic**—White arsenic is lower on weakness of imported material. Prices are quoted at 5 1/2c@6c per pound. Red arsenic is quiet at 11c@12c per pound.

**Bleaching Powder**—Interest is lagging. Resellers are pretty well sold up on works material. Makers quote \$2.50 per hundred f.a.s. and \$2.25 per hundred f.o.b. works.

**Copper Sulfate**—Makers are not in agreement on prices. Quotations are given as \$5.00@\$5.65 per hundred according to brand. Sales are said to have taken

place as low as \$4.85 per hundred. Imported material is not greatly in evidence.

**Potash Caustic**—Prices on the imported material are very stiff with stocks practically centralized in the hands of one holder. Quotations are 5¼c@5½c per pound ex-store. It is doubtful if shipment from abroad can be had much under 5c per pound c.i.f. at present. Makers are entirely out of the market.

**Potassium Carbonate**—Markets are very uncertain with holders unwilling to risk quotations. Stocks are low and demand is practically nil. Under the circumstances it is impossible to set prices with any degree of accuracy.

**Potassium Bichromate**—Prices are lower at 11c@11½c per pound on the spot.

**Soda Ash**—Prices are holding steady at recent levels. Spot resale ash in bags is quoted at \$2.15@2.25 per hundred. Makers quote \$1.62½ per hundred basis 48% works in bags. Business is moving in fair volume.

**Soda, Caustic**—Resale caustic is steady at \$4.00@4.10 per hundred on the spot. Makers are holding their prices at \$3.25 per hundred basis 60% f.o.b. works.

**Sodium Bichromate**—Prices are fairly steady at 7¼c@8c per pound ex-store.

**Sodium Cyanide**—The market has been well cleaned of stocks of imported cyanide. Low grade, 120%, is out of the market at present and high grade, 128%, is very stiff at 25c@27c per pound ex-store. Domestic makers are holding their prices at 28c@30c per pound for 96-98% material.

**Soda, Prussiate**—Yellow prussiate is very stiff on higher prices abroad. No offers were heard over the week end below 11½c per pound c.i.f. (12¼c per pound, duty paid) and spot stocks were very low and hard to locate. It might have been possible to do 12½c per pound for limited quantities but 13c per pound was generally named.

**Zinc Chloride**—Makers report some business at 10c@10½c per pound, for fused and 11½c@11¾c per pound for granulated. However this is very limited in extent as importers are able to do 5¼c@6¼c per pound on either grade.

## NEW PRICES FOR GERMAN POTASH

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Berlin, Sept. 17—The Potash Syndicate, which raised the prices of potash 35 per cent, recently, after conferences with agricultural interests and the workers in the employ of the producers, agreed to increase wages of workmen 12 per cent. Reckoned on the basis of the new prices and on the figure of 700,000 tons for previous sales, the revenue yielded will be 1,270,000,000 marks as compared with that of 900,000,000 marks as formerly.

The new prices for various grades are shown in the following table:

Kinds.	New prices. Marks
Carnalite .....	99
Cainite .....	117
20 per cent cainite .....	146
30 per cent cainite .....	169
40 per cent cainite .....	205.5
Chloride of potassium:	
50 per cent .....	236
60 per cent .....	259
Sulphate of potassium .....	319
Magnesium .....	350

## TARIFF ADVANCES HEAVY CHEMICALS

Compiled by the Secretary of the British Chemical Trade Association

London, Sept. 17—The definite firmer tendency of industrial chemicals is certainly not due to any sudden improvement in demand or to supplies being scarce. Supplies in most cases are much in excess of the present call. It would therefore seem that the cause of the brighter tone is the forthcoming import duty of 33½% on certain products. However, holders seem to consider themselves justified in refusing to accept low bids and buyers are still looking for further reductions. In the meantime business is very sluggish with values generally very well maintained. During the last few days quotations from the Continent have been on a much higher level, especially so from Germany.

Acetic acid has again experienced a considerable advance owing to higher quotations for forward shipments. 80% pure is now at about £42. per ton and 98% glacial at about £52 10s. Alum continues to be offered from continent at low figures but importers are not at present interested. Home product is about £17. per ton. Barium chloride 98-100% is quite neglected despite cheap quotations from Continent at about £14. per ton. British is about £17.

Oxalic acid is firmer this week at 7½d. to 8d. per lb. owing to its probability of coming under the "key" duty. Potash, caustic continues to drag. Potassium Permanganate still finds limited outlets for commercial quality at about 11d. per lb. for imported material. Soda ash 58% light alkali is still a sluggish market. Bicarbonate of soda has fallen off in demand but the few lots offering on the spot are being maintained at £12 to £12 12s per ton. Caustic soda, ex-makers' works for home trade only, remains unchanged at 70-72% £24 10s and 76-77% £26 15s per ton. Prussiate of soda is quoted at an advanced figure and the market seems firm at 7½d. per lb., with one or two lots perhaps a shade cheaper.

## PROPAGANDA FOR FREE POTASH

Domestic potash producers take exception to a statement in the "Country Gentleman" which says in part: There is no informed opinion that there is any prospect whatever that America can ever produce potash in competition with Germany and the potash which France got in the recovery of Alsace. What have we as sources? Nothing but the little supply from the salt ponds of Nebraska, and such far western salt marshes and lakes as those of Nevada, the potash saved by the Cottrell process from the chimneys of the cement works and some blast furnaces, and the unpromising scheme of the Department of Agriculture for getting potash from the Pacific Coast seaweed. None of these sources, nor all of them combined are enough."

The Searles Lake potash interests through the "San Bernadino Sun" which is published in San Bernadino county where large deposits of potash are being mined, says:

The truth is there is potash enough deposited in the desert sections of San Bernadino County to supply the United States for generations. At the rate of consumption of potash before the war it is estimated that at Searles Lake alone there is a supply sufficient for 200 years.

The conflicting opinions of army engineers and those representing Henry Ford as to the expenditure necessary to complete the power dams for the Muscle Shoals nitrate plant must be reconciled, says Secretary Weeks, before action will be taken on the offer of the manufacturer to take over the plant and operate it as a commercial fertilizer factory.



## The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 648-649

### MAKERS CUT SALICYLATES AND BISMUTH

**American Bromides Lower—Potassium Iodide Down—Drop in Quicksilver—Two Sharp Advances in Santonin—Camphor Stiffens Up—Denatured Alcohol Higher**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

##### Advanced

Alcohol, Denat., 3c gal.  
Camphor, Jap., ref., 2c lb.  
Chinese ref., 2c lb.  
Soap, Castile Conti, 50c case

\*Quinine Sulfate, 1c oz.  
Silver Nitrate, 2½c oz.  
\*Santonin, \$8 lb.

##### Declined

Acid Salicylic, 2c lb.  
Ammonium Bromide, 5c lb.  
Aspirin, 4c lb.  
\*Atropine Sulfate, 25c oz.  
Bismuth Subnitrate, 25c lb.  
Subcarbonate, 25c lb.  
Subgallate, 25c lb.  
\*Coumarin, 10c lb.  
\*Cream Tartar, ½c lb.  
Methyl Salicylate, 2c lb.

\*Mercury, \$3 flask  
Papain, 25c lb.  
Potass. Bromide, 5c lb.  
Citrate, 3c lb.  
Iodide, 15c lb.  
Sodium Salicylate, 3c lb.  
Sodium Bromide, 5c lb.  
\*Imported, 1c lb.  
Strontium Bromide, 5c lb.  
\*Imported or Resale

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetanilid .....	\$3.33	\$3.33	\$3.33	\$5.50
Acid Citric, resellers .....	.45	.45	.45	.70
Calomel, American .....	.82	.82	.82	1.37
Camphor, Jap., ref. ....	.72	.70	.72	1.20
Caffeine, Alkaloid .....	5.00	5.00	5.25	7.50
Iodine, Resublimed .....	3.50	3.50	3.50	4.35
Menthol .....	4.50	4.50	4.30	6.25
Morphine Sulfate .....	4.80	4.80	4.80	7.80
Potassium Bromide, Cryst. ....	.19	.24	.24	.63
Quinine Sulfate, Import. ....	.67	.66	.66	.80
Sodium Salicylate .....	.25	.28	.30	.50
Strychnine Sulfate .....	1.35	1.35	1.55	1.55
<b>Average .....</b>	<b>1.91</b>	<b>1.91</b>	<b>1.92</b>	<b>2.72</b>

The fact that the number of manufacturing consumers who have entered the market during the past few weeks shows an increase, bears witness to the fact that the heavy holdings of raw materials have been worked into consuming channels. They are now replenishing on a conservative scale for one or both of two reasons: first, demand for their manufactured goods has again sprung up on a basis approaching normal, or, second, they believe the current market one in which they can safely cover their needs over short periods into the future. Liquidation is about complete in the medicinal field, and with the general financial situation a lot improved, the obstacles in the road to better business have been practically cleared away. The undecided tariff situation still looms above the whole business situation, however, and on the decision of Congress will rest the course of the American market of the future.

American makers have cut the salicylates again. Leading bismuth preparations have been reduced. Leading importers have twice jacked up the price of santonin here during the past week owing to the acute scarcity. Manufacturers announced a sharp cut in all bromide prices bringing them more in line with the underselling imported goods. The weakness of quicksilver induced by heavy imports, caused a further break in the price during the week. Offers of imported cream tartar are noted at lower prices. Refined camphor has stiffened up this week. Denatured alcohol has been advanced by producers. Potassium iodide has been cut by manufacturers. Silver nitrate has moved upward. Cheaper lots of imported atropine are noted.

**Acetanilid**—Firm at 29c in outside hands. Manufacturers quote 33c a pound basis for U. S. P. in barrels.

**Alcohol**—Denatured alcohols have been advanced by producers. Prices are now held at 38c a gallon for No. 6, and 39c for No. 5 in barrels. Demand has shown considerable activity during the past week. Wood alcohol is also in better request but unchanged in price at 65c@70c a gallon for 95-97 per cent in barrels. U. S. P. ethyl steady and unchanged at \$4.65@\$4.85 a gallon for barrels as to seller and grade.

**Aspirin**—Manufacturers quote lower at 56c. Contracts now being signed up for coming consuming season. Resale lots at 55c.

**Atropine**—Imported sulfate is again cheaper here at \$5.75 an ounce for one ounce vials. Offered for shipment from Holland under \$4.00. Alkaloid at \$9.00. Demand stagnant.

**Bismuth**—Manufacturers have announced a cut of 25c a pound in bismuth subnitrate, subcarbonate, and subgallate owing to competition from outside hands and imported goods, as well as the general lack of demand. New schedule: subnitrate, \$1.75; subcarbonate, \$1.85; subgallate, \$1.85 a pound; all basis 25 pounds one delivery. Other bismuth preparations remain unchanged.

**Bromides**—American manufacturers made a sharp cut in bromide prices late last week and now quote on the following basis: Ammonium bromide, 29c; sodium bromide, 20c a pound; strontium bromide, 29c a pound; all in lots of 50 pounds, single or assorted. Potassium bromide 19c in 100 pound lots. The sharp underselling of imported bromides is responsible for the cut. Imported bromides are weaker at the following levels: potash, 14c@16c; soda, cheaper at 16c@17c; ammonium, 20c. Imported goods getting the call in practically all instances.

**Caffeine**—An improved demand has taken fairly large lots of resale and imported goods out of the market during the past week or two. Prices however, remain unchanged on the stocks available abroad at low prices and offered here. Imported and resale at \$4.60@\$4.75 a pound spot for alkaloid. American makers at \$5.00.

**Camphor**—Prices for Japanese refined slabs tightened early in the week, and 72c was inside for spot cases. Chinese refined moved up to 70c. Improved demand found holders' price ideas firmer. American refiners retain 75c basis bulk in barrels. Tablets up to 85c; Jap tablets same basis.

**Cocoa Butter**—Selling freely at 25c a pound for bulky goods. Fingers and cakes held at 33½c@35c unchanged. Demand steady.

**Coumarin**—Resale goods lower at \$4.15. Makers hold at \$4.35@\$4.50 a pound. (See Aromatic Chemicals.)

**Cod Liver Oil**—A steady demand is noted for Norwegian cod liver oil from consuming quarters. Prices are steady and unchanged at \$16.00 up to \$18.00 a barrel for spot Norwegian as to quality and brand. Newfoundland held nominally at \$15.00 with no demand.

**Cream Tartar**—Slightly cheaper lots of imported cream tartar, indicated as U. S. P., are offered on the spot at 25½c a pound. Quoted up to 27c as to quantity. American manufacturers quote 33c a pound for U. S. P.

**Epsom Salt**—U. S. P. goods on spot selling freely at \$2.50@\$2.75 a hundred in barrels as to quantity. Technical at \$1.10@\$1.25 for imported.

**Formaldehyde**—Continues soft and under pressure with demand quiet. Resellers name 11c@11½c a pound for spot barrels. Makers at 12c.

**Glycerin**—C. P. drums held unchanged and in restricted demand at 14½c a pound. Cans at 16c@17c a pound.

**Menthol**—The recent advance to \$4.50 a pound for cases is maintained by holders on spot. Less than case lots \$4.65. Demand is light and confined to small lots chiefly but all spot goods are in the hands of strong bullish holders.

**Mercury**—Recent heavy imports at this market have been effective in weakening spot prices badly. The open quotations on this market is down to \$39.00@40.00 a flask with reports of sales at \$37.00 and in one instance of a large lot at \$35.50. Demand generally continues stagnant and the market is receiving little support from consuming quarters.

**Papain**—Cheaper on the spot at \$2.50@2.60 a pound.

**Potassium Citrate**—Slightly cheaper in some makers' hands at 65c a pound, down from 68c.

**Potassium Iodide**—American manufacturers have cut potash iodide prices 15c to a basis of \$2.60 a pound, basis 50 pound lots. This comes simultaneously with the announcement from some second hands that their stocks are about depleted, in fact, one reseller raised the price to \$2.70 just prior to the cut by makers.

**Quinine**—Spot supplies of quinine sulfate have been reduced by the inroads of steady consuming demand and prices are firmer on spot. For imported sulfate, 67c is now inside for Japanese in 100 ounce tins while Java is commanding 68c. American makers report an increased demand owing to the proximity of the import figure to the domestic 70c level for sulfate.

**Salicylates**—Leading manufacturers have announced another cut in salicylic acid and its salts. The acid is now on a basis of 20c a pound for U. S. P. in 100 pound lots. Sodium salicylate at 25c same basis for U. S. P. Aspirin, on which the contract season is now beginning, has been dropped to 56c a pound. Methyl salicylate is easier at 30c in fifty pound cans. Resale acid, boosted by a leading holder here to 20c last week, has dropped back to 19c. Resale soda salicylate at 24c.

**Santonin**—Leading importers have jacked up the price of santonin sharply during the past week. Two advances have been recorded, one from \$122.00 a pound up to \$126.00, and the other from this level to \$130.00 basis for crystals, where the price now stands. Powdered is named at \$131.50. Spot stocks are very small and the chance of getting new lots of any consequence through from Europe, is poor just at present.

Charles A. Chrystal Co., Inc., a New York corporation, has filed a certificate in the office of the secretary of state, of New Jersey to operate in Jersey City, in buying, selling, dealing in, trading in, using, manufacturing, refining, compounding, manipulating, importing and exporting all kinds of colors, chemicals, chemical compounds, etc. The concern has a capitalization of \$200,000, while the officers of the company are Charles B. Chrystal, president and treasurer; Olivia Chrystal, vice-president and John Ormiston, secretary.

The Cumberland Motion Picture Producing Co., Inc., with capital of \$300,000 has been organized at Nashville, Tenn. Options are held on several locations for the city studio, and the most modern equipment will be purchased. It is claimed that the scenery around Nashville is ideal for varied picture exteriors, while the Cumberland mountains are in three hours ride. F. P. Carroll is managing director.

## BRITISH CHEMICAL PRICES HIGHER OWING TO KEY INDUSTRIES TARIFF

**Potassium Permanganate Included In the List of "Key" Products—Holders Keep Prices Firm—No Very Large Importations Made In Anticipation of the New Duty—Actual Business Poor**

(Special Correspondence to DRUG & CHEMICAL MARKETS)

London, Sept. 17—Everyone seems to have a different idea of the current value of materials in the market for pharmaceutical chemicals. Keeping in view the effect the Safeguarding of Industries Act will certainly have on prices, holders of stocks have generally stiffened their quotations and are showing no inclination to sell at the buyer's idea of a fair figure. A certain amount of speculative business is going on. There is a decidedly better tone to the market although actual business is still poor and further firming up of values is not unlikely. Although practically every product in this market will come under the "key" duty there seems to be very little in the way of big importations coming in before Oct. 1.

Acetanilid—Crystals and powder are still steadily quoted at 1s 4d to 1s 5d per lb but the market is neglected. Barbitone is now offering in some hands as low as 11s 6d others are asking up to 13s per lb. Benzoic Acid remains unchanged on a dull market at 2s to 2s 3d per lb. Benzonaphthol continues a dull market with values fairly steady at 6s 6d to 7s per lb. Betanaphthol is still inactive with good supplies offering on the spot; values are weak at 3s to 3s 3d per lb. Bromides—Ammonium is steady at 11d; potassium firmer at about 8½d; sodium is generally offered at 10d per lb. Although few orders are being placed values are well maintained.

Cream of Tartar is a point cheaper at about 122s per cwt for imported material. Creosote (B. P.) remains quoted at 4s 9d per lb with little activity. Creosote carbonate remains steady at 14s per lb with the market dull. Guaiacol carbonate is now offered from ample stocks down to 13s 6d per lb. Other quotations are at 14s.

Hexamine has firmed up a little and nothing is now offering under 4s 3d per lb. Hydroquinone is slightly easier at about 4s per lb, the demand has fallen off. Methyl Salicylate is firmer at about 2s 3d to 2s 4d per lb and further advances are possible.

Paraldehyde is firmer although business is still poor. Holders are not now quoting under 2s per lb, some higher. Phenacetin has advanced and few lots on offer below 6s 3d to 6s 6d, at these figures the market seems quite steady. Phenolphthaleine remains firm at 4s per lb on a quiet market. Piperazine has advanced to 4s 3d per oz. Buyers are not willing to pay this figure. Potassium Permanganate, B. P., has been in fair demand at 1s per lb. This product is included in the "key" list.

Salicylates—Acid has advanced considerably, with very little offering below 1s 7d to 1s 8d per lb. Sodium salicylate is up to 2s 4d to 2s 6d. Salol is firmer at 2s 9d to 3s after last week's fall. Sodium Benzoate continues steady but quiet at 2s 3d per lb. Sodium Diethylbarbiturate is well maintained at 22s per lb. Terpin hydrate is unchanged at 3s 6d per lb on a dull market. Thymol is quoted at 24s per lb, with no buyers.

Representatives of the companies interested in bismuth, feldspar, fluorspar, gypsum, cadmium, barytes, arsenic, antimony, magnesite and graphite are urging higher duties on these products and will carry the fight to Congress when the tariff bill comes up.

## The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 654-655

### PRICE CONCESSIONS MORE COMMON

**Consumers Not Inclined to Take On Large Stocks—Competition Reduces Quotations on Gamma Acid, Diethylaniline and Thiocarbanilide—Benzene Still Very Tight**

#### PRICE CHANGES IN NEW YORK

(Stocks in First Bases)

Advanced

No Advances

Declined

Acid Gamma, 25c lb.

Diethylaniline, 10c lb.

Thiocarbanilide, 2c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Benzene, C. P. .... gal.	\$.27	\$.27	\$.27	\$.35
Naphthalene, flake .... lb.	.063	.063	.07	.12
Phenol .... lb.	.083	.083	.09	.12
Xylene, 10 degrees .... gal.	.35	.35	.45	.45
Toluene, pure .... gal.	.28	.28	.28	.35
Aniline Oil .... lb.	.173	.173	.20	.273
Benzaldehyde .... lb.	.45	.46	.45	.65
Betanaphthol, dist. .... lb.	.32	.32	.34	.60
Paranitroaniline .... lb.	.79	.79	.80	1.25
o-Toluidine .... lb.	.25	.25	.25	.27
Average .....	0.303	0.303	0.317	0.459

Business in dyes and intermediates is improving but competition for orders continues to force prices down in the face of potential overproduction. Consumers are not showing pronounced willingness to take on stocks to cover a long period of time, as yet, but a noticeable improvement in the number of inquiries continues. The attitude of sellers is that every inquiry should produce an order and price concessions are becoming more general. One factor in the market in giving a quotation stated that he would hold to that for a few minutes but if the buyer showed signs of waning interest—well, he might be able to do a little better. While there are some holders unwilling to do this, they are in the minority at present.

Prices under such conditions are uncertain and depend upon quantity and the standing of the purchaser. Sellers are not overstocked as a rule but are anxious to sell nevertheless. Competition for orders has forced lower prices on gamma acid, diethylaniline and thiocarbanilide. Otherwise quoted figures are unchanged. Benzene is still very tight and some consumers are being forced to temporary shut-downs on account of lack of supplies. Beta-naphthol remains in a more or less uncertain position as before. Aniline oil is subject to strong competition but prices are holding fairly well on the shortage of benzene and consequent limited production.

#### Coal Tar Crudes

**Benzene**—Consumers of benzene are experiencing great difficulty in keeping sufficient supplies on hand for continuous operation. Prices are very uncertain and depend more than anything else on the buyers' ability to locate stocks. Export quotations of 41c per gallon including drums are heard on pure stuff but little is to be found at any price. Refiners are still unable to offer and are having some difficulty in meeting their contract obligations.

**Naphthalene**—Supplies continue in the hands of tired holders with almost no demand. Reports of the prospective re-opening of one of the large plants making beta-naphthol have had no noticeable effect in prices.

Offers of flake are heard around 6¼c per pound. Refiners name 8½@9¼c per pound for flake and 9¼@10½c per pound for balls without sales.

**Phenol**—Some little export inquiry has been in the market for lots of several tons. Otherwise business has been confined to small lots of resale government surplus material at prices around 8¼c per pound. Government agents still hold to their price of 12c@17c per pound for surplus stocks.

**Toluene**—Supplies are scarce but little demand is noted. Refiners' prices rule at 28c@34c per gallon in tank cars and drums.

#### Intermediates

**Acid, Anthranilic**—Makers quote pure anthranilic at \$1.40@\$1.50 per pound and technical at \$1.30@\$1.40 per pound according to grade and seller.

**Acid, Gamma**—A few inquiries have been coming in and competition on price has been keen. Offers are heard as low as \$2.25 per pound. Other makers are holding for prices up to \$2.70 per pound and it is said that off grade acid can be had at prices below the lowest price quoted.

**Acid, "H"**—Makers of "H" acid are quoting within a narrower range with offers at \$1.10@\$1.15 per pound.

**Acid, Salicylic**—Technical salicylic is held by makers at 18c@20c per pound according to brand. U. S. P. acid in resale hands is weak at 19c per pound.

**Acetanilide**—Technical acetanilide is firm along with U.S.P. Makers name 27c per pound and U.S.P. can be had from outside holders as low as 29c per pound.

**Alpha-naphthylimine**—Quotations are given as 35c@37c per pound according to seller on scattering demand.

**Aniline Oil**—The scarcity of benzene has been hampering manufacturers of aniline who are experiencing great difficulty in keeping plants supplied. Prices from manufacturers are quoted at 18c@20c per pound according to brand. Resellers are offering at 17½c per pound. Rumors of heavy cuts in price in some quarters could not be confirmed and there seems to be no reason why prices should drop further under the present condition of the raw material market.

**Anthraquinone**—Sublimed anthraquinone is quoted steady at \$1.75@\$1.85 per pound. In 25% paste offers are made at 90c@95c per pound on a 100% basis.

**Benzidine Base**—Prices named by makers are held at former levels although some holders are willing to shade a few cents for actual business. Quotations are given as \$1.00@\$1.05 per pound. Rumors are heard to the effect that one of the large makers is offering at very decided reductions could not be confirmed but under the circumstances it would not be surprising if true.

**Beta-naphthol**—Prices are steadier with resellers doing 32c@33c per pound. Makers are maintaining a firm attitude and quote 40c per pound although unconfirmed rumors are heard that they would not refuse business offered as low as 34c per pound. One maker expects to open his plant again about the first of October.

**Diethylaniline**—Makers' prices are lower at \$1.00 @ \$1.10 per pound with some demand.

**Dimethylaniline**—Makers quote 45c@50c per pound according to brand. Demand is improving.

**Michler's Ketone**—The quoted price of \$4.00 per



pound can be reduced decidedly for firm business. Demand is very slight.

**Para-nitroaniline**—Makers are naming 80c per pound for first quality para but in one or two cases this figure can be shaded a few cents. Demand is fair.

**Thiocarbanilide**—Makers are quoting slightly lower at 40c@45c per pound. Demand is good.

#### ITALY ISSUES DYE IMPORT RULES

The Italian Government announces the following procedure for firms desiring to send dyestuffs into Italy. The application for importation license should be transmitted to the Ministry of Finance through the intermediary of the "Unione Produttori e Consumatori Materie Coloranti Artificiali," at Milan, on stamped Italian paper at 2.30 lire, per sheet. All data concerning the shipper, the different kinds of dyes, and the relative quantities, should be entered on this paper along with the name of the customs office where the goods are to discharge the entering duties.

The dyestuffs association will then send these applications to the Ministry of Finance, indicating whether the dyestuffs to be imported are or are not domestic products and whether the union already possesses a more or less adequate supply of the commodity, either of Italian or of German production. In case the dyestuffs concerned are not produced in Italy or are non-existent in the stores of the dye union, the permit for importation will be immediately granted, and will be transmitted at once to the customs office mentioned in the blank, together with a letter to the shipper notifying him of the decision.

#### DYE LOBBY ENQUIRY SEEMS DEAD

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Sept. 28—Senator King of Utah, who introduced a resolution some time ago in the upper House calling for an investigation of the alleged dyestuff lobby in Washington, states that he will try to have the measure pushed for action.

The resolution was sent to Committee and was favorably reported upon. However, as a matter of routine, it went to the Committee on Contingent Expenses of the Senate, but that Committee has not reported the resolution back to the Senate so that it can be put on the calendar. This is a very unusual procedure, inasmuch as sending a bill or resolution to the Committee on Contingent Expenses is merely routine.

Senator King says if he does not get action from the Committee on Contingent Expenses in the very near future, he will take the matter up on the floor of the Senate.

E. I. du Pont de Nemours & Co. announce the manufacture of Du Pont Nigrosine WSJ Crystals, Du Pont Nigrosine WSJ Powder, Du Pont Nigrosine WSB Crystals, Du Pont Nigrosine WSB Powder. These products represent the jet and blue shades—water soluble. The company is also in a position now to furnish the following spirit soluble Nigrosines: Du Pont Nigrosine SSB, Du Pont Nigrosine SSJ. The company has also placed on the market Pontamine Brown C G. This is a Direct Brown of yellow shade and of good solubility. On cotton it possesses general good fastness properties, being very fast to light, washing, ironing, acids and alkali.

David J. Condon, head of the dyerom department of the McCallum Hosiery Co., Northampton, Mass., prior to that connected for many years with the dyerom of the Nonotuck Silk Co., died at his home in Florence, following a long illness. He was a former councilman of Northampton. He had been considered an expert in textile and, especially, silk dyeing.

#### BRITISH COAL-TAR PRODUCTS FIRM

Compiled by the Secretary of the British Chemical Trade Association

London, Sept. 17—The market for coal-tar products and intermediates has not been quite so active and supplies are rather irregular. Values are generally well maintained, and in some instances advances are recorded. Aniline oil 1s 2¼d per lb. drums extra. Aniline salt, 1s 4d. per lb. casks free, no change to record. Betanaphthol, 1s 9d per lb. casks free, values are fairly steady but the market is quiet. Paranitriline, 6s per lb. casks free. "H" acid, 6s 6d per lb. casks free, is being quoted at same figure but there is very little enquiry.

Benzene, pure 3s per gallon 90° 2s 7d in drums, A considerable advance in values has taken place during the week; enquiry is good. Toluene, pure, 2s 11d per gallon, commercial 2s 7d, values are firmer this week but business is very small. Xylene, pure, 4s per gallon commercial 3s in drums. Higher figures are now being quoted but few orders are being placed.

Naphthalene, crude £5 to £9 per ton; flakes £23; crystals £22; powder £19; balls £28; Candles £40; tablets £40; bags and casks free. Powder is cheaper, other grades unchanged. Business is still small. Pitch, £4 5s per ton, barrels free. Chief interest is centered in the prices of pitch for export. The production is being curtailed by the big deliveries of tar for roadwork.

#### ASSETS OF TRANSATLANTIC CORP.

The Transatlantic Chemical Corp., with works at Linden, N. J., which is in receivers' hands, manufactured intermediates and colors.

The Linden plant consists of several units of hollow tile and brick construction. Some of the units were recently reconstructed following an explosion and fire. The value of the land, buildings and equipment is estimated at \$139,154. According to the bill there is at present in the plant raw and partly manufactured material, together with supplies and containers totaling \$12,743 in value. The total value of the plant, equipment, supplies and an item of deferred charges amounting to \$211 is \$152,191. The goodwill of the business is placed at \$146,414, making total assets amounting to \$298,525.

The company has at present outstanding debts amounting to \$83,511.05. The bill states that while the assets are greater than the liabilities, a recent slump in business caused the business to be operated at a great loss.

#### FUR DYEING SUIT TESTIMONY ENDED

(Special to DRUG AND CHEMICAL MARKETS)

St. Louis, Mo., Sept. 28.—Testimony was closed last week in the suit of George Rice & Co., Ltd., of London, England, against Philip B. Fouke, the Gibbons & Lohn Dressing and Dyeing Co., the International Fur Exchange and Funston Bros. & Co., all of St. Louis, alleging wrongful use of a secret skin-dyeing formula. Briefs will be submitted.

Five witnesses testified that analysis of furs dyed by the Fouke process and of others dyed by the Rice method showed signs of different treatment. All the witnesses were chemists.

While no one has yet been selected to head the new chemical division of the Bureau of Foreign and Domestic Commerce, Department of Commerce, it is understood that C. R. deLong will be one of the members of the new division. Mr. deLong is at present connected with the Tariff Commission where he is handling chemical matters in connection with the pending tariff bill.

The Philadelphia Textile School began its 38th season, last week, with the largest classes in its history.

## The Oil Market

Current Spot Quotations of Oils, Tallows, Greases, Page 657; Naval Stores, Page 658

### CRUDE MENHADEN OIL HIGHER

**Vegetable Oils Firmer With the Exception of Linseed and Cottonseed Oils—Animal Oils More Active—Tallow Higher—Fish Oils Exceptionally Active**

#### PRICE CHANGES NEW YORK (Stocks in $\nabla$ at Hands)

Advanced	
Menhaden crd., 7c gal.	Turpentine, 3c gal.
Rosins, Average, 35c bbl.	Tallow Oil, 5c gal.
Declined	
Cottonseed, $\frac{3}{4}$ c lb.	Linseed, 4c gal.
	Stearic Acid, 1c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$.42	\$.42	\$.44	\$.85
Degras, American, bbls.	.03 $\frac{1}{2}$	.03 $\frac{1}{2}$	.03 $\frac{1}{2}$	.06
Lard, No. 1.	.60	.60	.60	1.19
Menhaden, crd.* bbls.	.34	.25	.25	.45
Neatsfoot, 20 deg. ct., gal.	1.00	1.00	1.00	1.65
Red Oil, distilled	.07 $\frac{1}{2}$	.07 $\frac{1}{2}$	.07 $\frac{1}{2}$	.11 $\frac{1}{2}$
Stearic Acid, T. P.	.10 $\frac{1}{2}$	.11 $\frac{1}{2}$	.11 $\frac{1}{2}$	.22 $\frac{1}{2}$
Linseed, Carlots, bbls.	.73	.77	.74	1.12
Cottonseed, crude, tanks*	.08	.08 $\frac{1}{4}$	.08 $\frac{1}{4}$	.09
Linseed, Carlots, bbls.	.73	.77	.74	1.12
Olive, denatured	1.10	1.10	1.10	3.25
Peanut, refined	.11 $\frac{1}{2}$	.10 $\frac{1}{2}$	.10 $\frac{1}{2}$	.17
Soya Bean, bbls.	.08 $\frac{3}{4}$	.08 $\frac{3}{4}$	.08 $\frac{1}{2}$	.12 $\frac{1}{4}$
<b>Average</b>	<b>0.365</b>	<b>0.368</b>	<b>0.366</b>	<b>0.728</b>

A sharp advance in crude menhaden has featured the week's trading in oils. Business has been improving in all oils and prices generally are firming up perceptibly. The exceptions have been in the cases of linseed and cottonseed oils. The former has been forced lower on competition from abroad and lower flaxseed prices in all markets. Cottonseed oil has been losing ground steadily on weakness in lard. However as a whole the outlook is much brighter for the oil trade. Export inquiry has been coming in in fair volume and domestic buyers are showing more inclination to take on considerable stocks. September has been the best month for the oil trade since the beginning of the slump over a year ago and several factors in the trade have stated that business during a single week in September was equal to almost any of the recent months.

Vegetable oils have been generally well maintained at recent levels. Linseed and cottonseed oils are showing weakening tendencies. Coconut, peanut and soya bean oils are steady and firm. China wood oil is firmer.

Animal oils are more active. Tallow oil is higher. Lard oil is firmer in spite of the weakness in lard. Stearic acid lower. Prices generally are showing a rising tendency.

Fish oils are exceptionally active. Menhaden oil at southern mills has been very active and reports of a prospective scarcity have forced prices up. Cod oil reflects the strength of menhaden although not itself especially active at present.

Turpentine advanced sharply early in the week but lost part of the gain later. Rosins are higher.

#### Vegetable Oils

**Linseed Oil**—A sharp reduction late in the week brought crushers' prices on linseed oil down to 73c per gallon basis barrels in carlots. At this level business has been very active and over the week end crushers reported a large volume of business. Sales of foreign oil in lots of several thousand barrels are reported on good authority on a basis of 60c per gallon landed

weights duty paid for October and November shipment from abroad. However it was impossible to locate oil at this price with most sellers naming 64c@65c per gallon although it was intimated in a few directions that 62c per gallon would not be refused. London quotations are lower at 34s 3d per quintal. Antwerp quotes 191 francs per 100 kilos.

Flaxseed is lower in all markets. Buenos Aires quotes a dull market at \$1.51 per bushel. Duluth prices are quoted at \$2.00@2.03 per bushel and Winnipeg at \$2.01 @2.02 per bushel.

**Castor Oil**—Prices are unchanged at former levels. No. 1 is quoted at 11c per pound in barrels and No. 3 at 9 $\frac{1}{2}$ c@10c per pound. Little activity is noted.

**China Wood Oil**—Spot prices are unchanged at 12 $\frac{1}{2}$ c @13c per pound in barrels. Prices for direct shipment from the orient are firmer at 11 $\frac{1}{2}$ c@11 $\frac{3}{4}$ c per pound in barrels c.i.f. New York. Coast offers at 11c@11 $\frac{1}{4}$ c per pound in barrels are attracting little attention.

**Coconut Oil**—Prices remain firm in spite of the adverse factors seen in the situation by some. Ceylon oil is steady at 10c@10 $\frac{1}{4}$ c per pound in barrels on the spot. Cochin barrels are firmer at 11c@11 $\frac{1}{4}$ c per pound as loosely held lots have moved into consuming channels. Manila oil in sellers' tanks on the coast is held at 8 $\frac{1}{4}$ c per pound.

**Corn Oil**—Prices are steady at the recent advance and are based on 7 $\frac{3}{4}$ c@8c per pound in tanks f.o.b. works. Spot crude oil is quoted at 8 $\frac{3}{4}$ c@9 $\frac{1}{4}$ c per pound in barrels and edible at 10 $\frac{1}{2}$ c@11c per pound.

**Cottonseed Oil**—The weakness of lard has started a downward movement in cottonseed oil. Strength was apparent until late in the week when the decline started. Crude oil went down to 8c per pound in buyers' tanks f.o.b. valley mills. Prime summer yellow has dropped even faster than crude and is now quoted at 9 $\frac{3}{4}$ c@10c per pound on the Exchange according to position.

**Olive Oil**—Prices are holding without quotable change. Denatured olive oil is quoted at \$1.10@1.15 per gallon on the spot. Foots are inactive. Spot prices are around 7 $\frac{3}{4}$ c@8 $\frac{1}{2}$ c per pound for prime foots although Italian brown foots can be had as low as 6 $\frac{1}{2}$ c per pound. Shipment prices are attracting little attention for the moment at 8c@8 $\frac{1}{4}$ c per pound.

**Palm Oil**—Prices are unchanged at recent levels with supplies of Lagos oil scarce at 7 $\frac{3}{4}$ c per pound. Niger casks are quoted at 6c@6 $\frac{1}{2}$ c per pound.

**Peanut Oil**—Crude peanut in the south is firmer at 8c@8 $\frac{1}{4}$ c per pound in buyers' tanks f.o.b. mills. Reports are heard to the effect that the drought has injured the peanut crop and that the yield will be far below normal. Oriental crude on the coast is nominal at 8c per pound in sellers' tanks. Spot crude oil in barrels is nominal at 9 $\frac{1}{2}$ c per pound. Edible is quoted at 11 $\frac{1}{2}$ c@12c per pound.

**Rapeseed Oil**—The market is steady without much activity. Refined oil, in barrels is quoted at 88c@90c per gallon in barrels and blown at 92 $\frac{1}{2}$ c@\$1.00 per gallon.

**Soya Bean Oil**—Coast prices are steady at 6 $\frac{3}{4}$ c@7c per pound in sellers' tanks but are attracting little attention. Stocks are limited and holders are awaiting a more stable market before forcing the issue. Spot



barrels are quoted at 8¾¢@9¢ per pound and edible oil in barrels is held at 10¼¢@10½¢ per pound.

#### Animal Oils

**Degras**—English degreas is quoted at 3¾¢@4½¢ per pound and American at 3½¢@3¾¢ per pound. These prices are firmly held on increasing demand.

**Lard Oil**—Prices are showing an advancing tendency on lard oil in spite of the recent weakness of lard. Extreme firmness is noted on a basis of 60¢ per gallon for No. 1 oil.

**Stearic Acid**—Lower prices are named. Single pressed is quoted at 8½¢@8¾¢ per pound, double, at 9¼¢@10¢ per pound and triple at 10¢@11¢ per pound.

**Tallow Oil**—Higher prices are quoted with acidless tallow oil in carlots at 75¢ per gallon.

#### Fish Oils

**Cod Oil**—Prices are firmer but unchanged at 42¢@44¢ per gallon for Newfoundland oil. Business is improving.

**Menhaden Oil**—Prices have advanced sharply and most holders report themselves sold well into the future. Barrels were not to be had lower than 34¢@35¢ per gallon f.o.b. mills over the week end while tanks were quoted at 30¢@32¢ per gallon according to holder. Stocks are tighter in all directions.

#### Naval Stores

**Rosin**—Prices have been advanced on rosins to a range of \$5.55 per barrel for B to \$7.40 per barrel for WW, representing an average increase of 35¢ per barrel.

**Turpentine**—Prices advanced early in the week and later lost part of the gain. Over the week end prices showed a net gain over last week of 3¢ at 75¢ per gallon. Savannah prices are higher than last week at 70½¢ per gallon on a dull market. London prices are quoted at 68 shillings per quintal.

### CONSUMPTION OF WHITE PIGMENTS

George B. Heckle, secretary of the Paint Manufacturers' Association of the United States, in an address at the Chemical Exposition estimated the consumption of white pigments as follows:

The annual consumption of white lead (not white lead combined with linseed oil, but the dry pigment) is upwards of 100,000 tons. The consumption of lithopone, another white pigment, is also nearly 100,000 tons; while the consumption of zinc oxide in the paint industry is about 75,000 tons. These are white pigments, only the figures show that even among these we have an important consumption in addition to that of white lead."

Vegetable tallow exports from China are annually from 200,000 to 300,000 piculs, most of which, prior to the war, was sent to the Netherlands, France, and Germany. Since the European War, however, the United States, Italy, and Great Britain have become the chief buyers. The following table, quoted from the reports of the Chinese Maritime Customs, indicates the recent exports: 1914, 190,094 piculs; 1915, 181,482 piculs; 1916, 256,960 piculs; 1917, 151,385 piculs; 1918, 162,881 piculs; 1919, 164,544 piculs; 1920, 69,148 piculs.

The principal exports from China to the United States during August were green tea, antimony, raw silk, wood oil, and wool. The value of the exports of raw silk from Canton to the United States for the two weeks ending Sept. 2, was \$1,500,000 gold. Outward tonnage continues to be in excess of demand for cargo space.

### Oil Trade Notes

Tallow exports from New Zealand for the first three months of 1921 amounted to 6,612 tons compared with 2,027 tons for the same period in 1920.

On August 8, the Legislative Council of British Honduras passed an ordinance reducing the export duty on coconuts from \$2 per 1,000 to \$1 per 1,000.

Kauri gum exports from New Zealand during the first quarter of 1921 amounted to 1,048 tons, against 1,398 tons during the corresponding three months of 1920.

The exports of sulfur from Sicily during the first six months amounted to 81,574 tons, against 132,823 tons during January-June, 1920, say Guiseppe, Scaccianoce & Co. of Palermo. The stocks of sulfur on June 30, 1921, were 195,375 tons, against 101,139 tons on June 30, 1920.

Three prizes of \$100, \$50 and \$25, are offered by President S. Marshall Evans, of the National Paint, Oil and Varnish Association, for the best suggestions as to "procedure or method which will, in the judgment of a competent jury, contribute most to increasing the service of our industry to our people through the greater sale of paint and varnish products."

The influx of foreign capital and men into the Norwegian codliver oil industry is meeting with serious objection from Norwegians already in the business who claim that they are unable to compete with the moneyed foreign interests. Foreigners at present produce about 25 per cent of the Norwegian oil, and the native producers desire the Government to restrict the industry to Norwegians exclusively.

Imports of shelled and unshelled peanuts for year ending June 30, 1921, were 47,989,230 pounds compared with 132,412,423 pounds for 1920. Exports were 13,149,417 against 14,137,956 in 1920. The United States Department of Agriculture in figuring domestic peanut production considers that a bushel of unshelled Virginia peanuts weighing 22 pounds will shell out 14.2-3 pounds, or 66.2-3 per cent of the unshelled weight.

Sir Richard Anderson Squires, Prime Minister and Colonial Secretary of Newfoundland had informal conferences last week with President Harding and Secretary of Commerce Hoover. These conferences followed meetings with Secretary of State Hughes and members of the Senate Finance Committee, in which it was shown that the trade balance between the United States and Newfoundland was at the ratio of 20 to 3.

Only about 15 to 20 per cent of the needed medicinal requirements of the country can be supplied by Russia herself under present conditions, according to the Soviet commercial representative, the All-Russian Co-operative Society of London. She will need to import annually about 9,500 tons of medicinal supplies, including about 3,000 tons of chemicals, 4,500 tons of pharmaceutical compounds, 1,600 tons of disinfectants, and others.

The peanut business in Shantung has largely been taken over by the Japanese as the successors of the Germans. Japanese traders at Tsingtau annually export large quantities of peanuts and peanut oil to the United States by way of Kobe and other Japanese ports. Kobe has consequently come to be considered one of the leading peanut and peanut oil markets of the Far East. Japan exports some peanuts, but the greater portion of the nuts tabulated by the United States customs officials as coming from Japan are actually produced in China.

## The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 659-660

### STEADY IMPROVEMENT IN CRUDE DRUGS

**Sharp Rise in Rhubarb—Buchu Higher—American Saffron Up—Henbane, Digitalis, and Lobelia Weaken—Lycodium Lower—Powdered Asafetida Easier**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Buchu Lvs., Short, 10c lb.	Poppy Seed, Dutch, 1/2c lb.
Cascara Sagrada, bk., 1c lb.	Rhubarb Root, H.D., 5c lb.
Cloves, Amboynas, 1c lb.	Saffron, American 10c lb.
Ginger, Jamaica, 1c lb.	Shellac, T.N., 4c lb.
Manna, Sml. Flk., 10c lb.	Vanilla Bns., Tahiti, 25c lb.
Declined	
Aloes, Curacao, 1/2c lb.	Gold Seal Rt., 25c lb.
Asafetida, Powd., 5c lb.	Powdered, 15c lb.
Aniseed, Span., 1c lb.	Henbane Lvs., 2c lb.
Benzoin, Sumatra, 3c lb.	Lobelia Herb, 4c lb.
Belladonna Lvs., 1c lb.	Lycodium, 25c lb.
Colchicum Root, 5c lb.	Licorice Rt., Pd., 1c lb.
Ceresin Wax, 1/2c lb.	Orange Peel, Bitter, 1c lb.
Digitalis Lvs., 1c lb.	Pepper Black, Sing., 1/2c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Aconite Root, U.S.P.	\$2.22	\$2.22	\$2.25	\$5.50
Buchu Leaves, Short	1.00	.90	.85	3.50
Cantharides, Russian	2.25	2.25	2.00	3.50
Cocculus Indicus	.07 1/2	.07 1/2	.07 1/2	.22
Ergot, Spanish	1.25	1.25	1.25	3.00
Insect Powder, pure	.36	.36	.36	.70
Ipecac, Cartagena, powd.	1.65	1.65	1.65	3.25
Nux Vomica	.10	.10	.11	.14 1/2
Opium, gum	5.50	5.50	5.50	7.50
Rhubarb Root, H. D.	.30	.25	.22	.70
Tragacanth, No. 1, ribbon	3.40	3.40	3.50	4.50
Wild Cherry Bk. thin nat.	.09	.09	.09	.10
Average	1.37	1.36	1.39	2.30

The crude drug market becomes more stable as the weeks pass. Demand is still confined to small lots but consumers are surely, if slowly, branching out. Consensus of reports from all primary markets indicates materially reduced collections the world over, and positive assurances that prices will be higher this winter. The price movements on spot during the past week or so, have been more evenly divided between advances and declines than for many months. A recent terse communication from the South throws some light on the situation there, and agrees with other advices: "Country collectors have gathered nothing much this season, so there is no danger of an oversupply. When big firms want goods, they will not be able to get many things. I have nothing to sell so am not prejudiced." In a communication from Europe, the following extract is enlightening: "Many items, mainly those of which the new crop has suffered or been destroyed by the abnormal summer, have become firm and holders decline to sell at prices even considerably above those they would willingly have sold at a few weeks ago."

Several sharp upward movements have been noted this week. Rhubarb and buchu have jumped sharply upward. Cloves continue to rise. Dutch poppy seed is higher. Another advance in American saffron is noted. Cascara has firmed up, as has Jamaica ginger. Lycodium continues weak and lower. Lobelia herb is off. Henbane is down. Digitalis has weakened further. Powdered asafetida is easier. Bitter orange peel is slightly cheaper. Sumatra benzoin has dropped off. Colchicum root is also down. Cheaper powdered licorice root is noted.

#### Crude Drugs

**Ergot**—Held on spot unchanged at \$1.25 a pound with

offers slightly freer. Shipment goods en route are available at \$1.15@1.20, duty paid. For shipment from Spain 80c c.i.f. is heard. Bullish sentiment not so much in evidence although crop reports show no change from the Spanish small crop talk.

**Lycodium**—Larger offers on the spot have further weakened the market, and sellers at \$2.25 a pound are reported ranging up to \$2.35 as to quantity and holder. Competition becomes keener as larger supplies are available.

**Manna**—Some quarters report a sharp jump in the price of small flake manna to 50c a pound flat for cases on spot. Large flake is steady and unchanged at 73c@75c a pound here.

**Nux Vomica**—Dull and in very limited demand here at 10c a pound for buttons. Powdered is held at 16c unchanged and in very limited request. Conflicting reports from Calcutta.

#### Barks

**Cascara Sagrada**—The spot situation has firmed up and the two leading handlers here have moved their quotations for new peel to 11c a pound. Last year's bark at 13c and older up to 15c a pound. Demand quiet.

**Elm**—Selected bundles of good quality at 30c a pound. Some lots of narrow, off-graded strips at 28c according to reports. Grinding bark at 15c and powdered at 18c.

**Orange Peel**—Bitter peel is lower in competition on the spot and now offered at 6c a pound. Sweet at 5c unchanged.

#### Beans

Vanilla beans continue a firm item. Tahitis higher here at \$1.75 a pound inside. Mexicans strong at \$4.50 @ \$5.50 as to quality with cuts at \$3.75@4.25. Bourbon unchanged at \$2.00. Tonka Angostura steady at \$1.25.

#### Berries

New arrivals of cubebs have softened the spot market although prices are unchanged at 90c for ordinary and \$1.00 for XX. Powder at 90c@95c. Junipers at 3 3/4c spot. Offered 3c for shipment in ten ton lots. Fish berries at 7 1/2c and dull.

#### Flowers

**Chamomile**—With the gradual reduction of spot supplies, the market here is becoming firmer. Good quality Hungarian at 20c, off grades at 18c. Romans quiet at 22c.

**Linden**—Easier here. Spot flowers without leaves at 24c. Offered for shipment at 20c. With leaves easy at 12c spot.

**Saffron**—American saffron has been boosted again by spot holders who now quote inside at \$1.35 a pound. Demand quieter. Spanish steady at \$13.00@13.50 for one pound tins.

#### Gums

Sumatra benzoin cheaper here at 21c a pound. Powdered asafetida has sold off to 65c on spot. Lump still 33c. Curacao aloes is weak with spot goods in cases now standing at 6c a pound.

#### Leaves and Herbs

**Belladonna**—Leaves are down on spot and quoted openly at 16c a pound. For shipment, 14c c.i.f. New York for goods testing 40.

**Buchu**—Inside on the spot is now \$1.00 a pound for bales. Less than bale lots at \$1.10. Consuming manufacturers are in the market for goodly quantities. Steady small lot demand has made considerable inroad on spot

holdings. Close to 4s c.i.f. is named by the few shippers offering from Cape Town.

**Digitalis**—Now available on the spot cheaper at 10c a pound for imported goods. Ranges up to 12c here as to seller. Offered at 10c c.i.f. for shipment from Europe. Weak with demand dull.

**Henbane**—The spot price has been dropped to 18c a pound inside on spot for henbane leaves. Demand limited. From Central Europe interior point at 16c for shipment.

**Jaborandi**—Still scarce on spot and firmly held at 36c @38c a pound.

**Lobelia**—A cut in the spot price for herb has brought price to 16c a pound here.

#### Roots

**Colchicum**—The price has been dropped to a basis of 22c a pound on the spot. Demand quiet.

**Dandelion**—Still weak here and in small demand at 9c a pound spot. Quoted for shipment from the Continent at 6c.

**Golden Seal**—Cheaper at \$3.50 a pound for whole and \$4.10 for powdered.

**Hellebore**—Black hellebore root offered abroad at 16c for shipment.

**Licorice**—Cheaper powdered here at 12c a pound.

**Rhubarb**—Holders of spot rhubarb shot prices up to 28c a pound last week and early this week went to 30c inside for whole high dried. Powdered was moved up to 32c in barrels. Several dealers here were reported buying all they could last week for shipment at 25c or less. The spot situation is tight and holders are selling cautiously. Supplies here are materially reduced.

#### Seeds, Spices, Etc.

**Aniseed**—Spanish anise lower at 12½c spot. Star at 15c unchanged.

**Cloves**—Zanzibars tight at 26½c@27½c in bales. Amboynas higher at 32c.

**Poppy Seed**—Higher on the spot this week at 9½c a pound for Dutch.

**Ginger**—Jamaica dull after the recent activity. Grinding as to quality 25c up to 28c. Fancy bold 28c@30c. African 7c; Cochín 8c.

### DRUG PRICES AT MARSEILLES

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Marseilles, France, Sept. 10—The market for crude drugs and allied products is inactive and tends toward lower levels. Prices per 100 kilos follow:

	Francs		Francs
Agar Agar .....	1,650	Refined camphor....	2,300
Aloes .....	300	Ceylon cinnamon ....	450
Alum .....	95	Chinese " .....	210
Anise .....	325	Henna .....	450
Cardamom .....	1,300	Bayonne resin, brown	70
Opium, 8% .....	13,000	" " yellow	75
Valence saffron .....	32,500	" " white	90
Essence, of anise....	1,250	Moroccan cumin .....	220
Rose petals .....	400	Fennel .....	175
		Fenugreek .....	55

Word has been received from Dr. H. H. Rusby, head of the Mulford Exploration expedition in South America, from Quime, Bolivia. He reports all well with the exception of minor catarrhal afflictions characteristic of high elevations. July 27, when the letter was mailed, found the expedition with little collecting and investigating done. Its real work lay before it, and the descent of the Bopi River was shortly to be undertaken. A month will be spent on the Bopi, then the Beni will be navigated.

### PROMISING DRUG FIELD IN CHILE

In selling medicinal drugs and chemicals in Chile, American and European exporters make use of practically all possible sales methods, writes C. A. McQueen, commercial attaché at Santiago, Chile. We find sales made by importing merchants, by commission agents, and by direct exportation to wholesalers and to the principal consumers, such as the public charities, the principal hospitals, the medical service of the army and navy, and large industrial and mining establishments. In a branch of trade which includes so many individual products of diverse application and appeal, no one general recommendation can be made that will hold good for all. The only generalization that might be permitted is the suggestion that the field is so promising, taken in connection with the neighboring markets of Peru, Bolivia, and Argentina, that no matter what method is adopted by the exporter, there should be occasional visits by an executive or by a well-qualified representative.

Sales can best be made by a regular canvass of the export commission houses in New York who regularly receive indent orders according as the New York market prices are favorable. Such orders rarely specify the manufacturer from whom goods are to be obtained, the New York house being left to buy to the best advantage according to its judgment.

It is found that an entirely different procedure is followed in the marketing of the many products that are sold under the manufacturer's brand, including materials used by pharmacists in the compounding of prescriptions, package goods prepared for the retail trade, supplies for hospitals and surgical and medical practice, proprietary remedies, etc. Herein enter the appeal to the consumer, the preference of the pharmacist, and the custom or training of the doctor or surgeon.

The drug trade has a fairly constant volume; it is unofficially estimated that there are some 580 drug stores in Chile, with an annual turnover of about 50,000,000 Chilean pesos.

The manufacture of many common medical preparations has grown to be a business of some importance in Chile. A large German importing and wholesale drug firm, which before the war was the principal factor in this trade, is putting up a new factory, while a laboratory in Santiago is selling its products successfully in competition with the imported articles.

### EIGHT WHOLESALE DRUG MEN HELD

Eight men connected with four wholesale drug firms holding permits to sell liquor to retail druggists were arrested last week by agents on the staff of Hugh McQuillan, head of the Special Intelligence Unit of the Internal Revenue Service. The arrests followed an investigation of the theft of 300 blank withdrawal permits from the office of Federal Prohibition Director Harold L. Hart on Aug. 1. The drug firms were said to have obtained liquor on some of the stolen permits after they had been forged. The withdrawal of 90,000 cases of whiskey, valued at about \$1,000,000, was possible on the stolen permits.

The drug firms implicated in the receipt of liquors on the fraudulent permits were the S. & B. Drug Specialty Company, Inc., 156 Read Street; the Central Drug Company, 721 Seventh Avenue; L. E. Witter & Co., 502 West Broadway, and the Alps Drug Company, Inc., of 410 Eighth Avenue. The men arrested were: Max Gordon, Barney Brauston and Herman Levin, of the S. & B. Drug Specialty Company, Inc.; Arthur Crauss, Alvin and Louis Bloom, of the Central Drug Company; Nathan Feld, of L. E. Witter & Co., and B. Zenusti of the Alps Drug Company, Inc.

## The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Pages 663-664

### IMPROVED DEMAND MAINTAINED

**Wider And More Lively Inquiry From Consumers Keeps Up—Another Boost In Oil Cloves—Japanese Camphor Oil Firmer—Cassia A Firm Spot—Citronella Higher**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Oil Camphor, Jap., white, 2c lb.	Oil Citronella, Ceylon, 1c lb.
Oil Cloves, 10c lb.	Oil Wormseed, 35c lb.
Declined	
Coumarin, resale, 10c lb.	Oil Erigeron, 50c lb.
	Oil Juniper Berries, Rect., 10c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot .....	\$5.50	\$5.35	\$5.00	\$6.00
Oil Citronella, Ceylon.....	.33	.32	.32	.55
Oil Cloves .....	1.90	1.80	1.60	2.40
Oil Lemon .....	.75	.75	.75	1.10
Oil Peppermint, Natural.....	1.90	1.90	1.90	6.25
Oil Sandalwood, E. I.....	6.50	6.50	6.75	11.00
Oil Sassafras, Artif. ....	.53	.53	.55	.70
Benzaldehyde, U.S.P. ....	1.50	1.50	1.50	1.00
Coumarin .....	4.50	4.50	4.50	6.50
Methyl Salicylate .....	.32	.32	.35	.75
Vanillin .....	.50	.50	.50	.85
<b>Average .....</b>	<b>2.20</b>	<b>2.19</b>	<b>2.17</b>	<b>3.92</b>

The flurry of increased demand for small lots which has been noted in the essential oil trade during the past few weeks, has crystallized into a materially improved situation. The upturn in a number of prices within the past ten days has been effective in bringing consumers into the market to pay higher figures than they could have bought at during the dullness some time ago. The strong turn which many products, previously weak and unsupported, have taken of late, has given dealers a degree of confidence which has been absent for well nigh a year, and inhibited to a great extent widespread price shading. Of course, numerous soft spots still remain but the tendency of prices to rise more than offsets those items which still show a disposition to sag.

Actual revisions in values this week has been fewer. Another boost in the price of oil cloves by distillers has not been surprising in view of the course which the spice is pursuing. A scarcity of Jap camphor oil has sent the spot price up in some cases. Lemongrass retains its firmness at the recent advance. Sellers of wormseed under the general higher level of the spot market are noted. Cassia continues a firm spot. Citronella is slightly stronger although unchanged in price. Peppermint is said to be moving better at current levels. West Indian orange continues easy while Sicilian orange, and bergamot as well, are strong on spot reflecting the speculative activity abroad.

#### Essential Oils

**Oil Anise**—Quiet but steady with prices unchanged at 45c@50c a pound for spot technical in cases. U. S. P. also in small demand only at 60c a pound.

**Oil Bergamot**—Speculation in Sicilian centers holds the position of the oil on spot strong. Demand here is meagre but the high prices asked for shipment from primary markets is a bullish factor on the spot. Inside here is \$5.50 a pound for coppers which can be done readily although some dealers are naming \$5.60 and \$5.75 where firm orders are not in sight.

**Oil Camphor**—The smallness of spot supplies of water white Jap. camphor oil has met somewhat of a renewal of demand and the tendency of prices to react to this stimulus is expected. In some cases, best quotation for spot goods is 28c a pound although others ask 27c and 26c might be done.

**Oil Caraway**—Quiet and unchanged at \$1.45 up to \$1.60 a pound as to brand and quantity for rectified oil.

**Oil Cassia**—The strength of cassia remains a bright spot in the spot market. Actual supplies are not large and a steady demand is noted. Inside here for technical is still 88c a pound in cases although some houses are refusing to consider less than 90c. A few small lots at 85c. Lead free oil is quoted at \$1.00 and U.S.P. from \$1.25 up to \$1.40 as to seller and quantity.

**Oil Citronella**—The citronella situation on spot is firmer, that is, fewer sales of lots under the openly quoted market are noted. Last week 32c was named and sales were reported at 30c for spot drums, duty paid. This week, 33c looks like an inside figure for Ceylon in drums. Cans 34c@35c. Java oil very quiet at 62c spot.

**Oil Cloves**—The continuation of the sky-rocket movement of Zanzibar cloves, now inside for spot bales at 27c, has only naturally kept the oil following upward in price. Last week, distillers jumped their prices for cans up to \$1.95 inside from \$1.85. Some lots might be picked up at \$1.90, but this appears to be bottom. These figures compare with a low of \$1.25 about six or eight weeks ago, and bears out distillers predictions at that time of a \$2.00 market before January 1, 1922.

**Oil Croton**—Weaker and lower on spot at \$1.10@ \$1.20 a pound spot.

**Oil Erigeron**—Has been cut here to a basis of \$3.00 a pound. Demand is very quiet.

**Oil Eucalyptus**—Openly quoted at 48c a pound for spot cases of U.S.P. Australian oil. Sales are being made in a rather limited way here at 45c which reports indicate, can be done at present on firm business. Spot holders believe with the arrival of cold weather current prices will be forced up.

**Oil Geranium**—Firmer on slightly improved inquiry and higher prices for shipment. African as to seller and quality, \$4.25@ \$4.75 a pound; Bourbon at \$3.50@ \$3.75. Little or no Turkish available and no demand for it.

**Oil Juniper Berries**—Slightly easier here at \$1.90@ \$2.00 a pound for U.S.P. rectified oil on spot.

**Oil Lavender Flowers**—Steady and unchanged at \$4.25 @ \$4.50 a pound for a U.S.P. oil on spot. Spike \$1.05@ \$1.25 as to seller and quality.

**Oil Lemon**—Inside on spot is 75c for standard goods. Several holders of standard brands will not shade 80c while others quote up to 90c. Demand has fallen off to little or nothing here. Easier market in Sicily.

**Oil Lemongrass**—Steady at the recent rise to \$1.00@ \$1.05 a pound on spot. Better inquiry continues.

**Oil Limes**—Expressed weak at \$3.25 a pound with demand dull. Distilled as to seller at 55c@65c a pound.

**Oil Orange**—Speculation in Sicilian orange in primary markets continues and shipment prices hold in the neighborhood of three and a half c.i.f. The spot price is firm but lacks the notable strength of last week. Quotations here range from \$3.00 up to \$3.25 a pound



as to brand and seller. West Indian oil is still quiet and holds unchanged at \$2.60@2.75 a pound with demand small and new offers still free.

**Oil Peppermint**—A steady flow of limited quantities into consuming quarters is reported. Prices are unchanged and appear to have solidified at current levels. Rectified oil ranges from \$1.90 to \$2.10 a pound here as to seller and brand with oil said to be low in menthol at \$1.75. U.S.P. goods are named at \$2.25 inside with \$2.35 and \$2.40 heard in some cases. Primary markets said to be firmer in their views in spite of the large holdings available.

**Oil Petit Grain**—Holds weak on spot with demand quiet. Named here at \$2.00@2.10 a pound for spot South American.

**Oil Sassafras**—Confirmation of last week's offers on spot at \$1.00 flat for natural oil are heard again this week. This figure ranges up to \$1.25 a pound for so-called higher qualities. Artificial oil unchanged at 53c.

**Oil Spearmint**—Unchanged, quiet and in small demand at \$3.25 a pound for spot new crop oil.

**Oil Vetiver**—Offered freely here at \$6.00 a pound for Bourbon with reports that firm orders can shade this level.

**Oil Wormseed**—Again higher on spot at \$3.25 a pound. Scarce and firmly held in all quarters.

#### Aromatic Chemicals

**Coumarin**—In steady demand in a small way. Manufacturers quote \$4.35@4.50 a pound. Outside lots may be bought cheaper at \$4.15 on spot.

**Methyl Salicylate**—Makers at 32c a pound. Demand steady here for small quantities. Resale goods available at 31c.

**Vanillin**—Steady and firm at 50c an ounce from makers. Advance in clove oil has not as yet affected vanillin price. A few small lots of imported available here at 49c.

#### WIDOWS OF "BLUE DEVILS" IN NEED

The Grasse district of France is asking help for the widows and orphans of the fighting men known as the Alpine Chasseurs, the Blue Devils of the French Army. Grasse is the center of the essential oil trade and appeal is made to the industry in this country by W. G. Ungerer, of Ungerer & Co., 124 West 19th Street, New York, on behalf of "La Revue de Grasse." This paper has undertaken the task of raising the funds needed to provide food and clothing for these unfortunates and has met with success among its French subscribers, but more is needed. All contributions will be acknowledged in its columns with the names of the donors. Mr. Ungerer says that \$7.00 will mean 100 francs to these people. The money is needed at once to extend aid before cold weather sets in. Contributions should be sent to Mr. Ungerer.

The executive committee of the National Flavoring Extract Manufacturers' Association has appointed a special vigilance committee, with instructions to run down all those who manufacture "booze" under the guise of flavoring extracts, since the activities of this class are regarded as very damaging to the interests of the bona fide manufacturers of extracts.

The preliminary argument which was to have been held on Sept. 22 before the Supreme Court of the District of Columbia in the case of Morana, Inc., of New York City against the Secretary of the Treasury regarding an import license for vanillin has been postponed until Oct. 7.

#### GERMANY BUYING FRENCH ESSENCES

**Best Customer At Present Time—Willing To Pay High Prices, According to Pierre S. Cunisset of Antoine Chiris—Short 1921 Crops**

Germany is at present the best customer for French essential oils, according to Pierre S. Cunisset, vice-president of Antoine Chiris Co., Grasse, France, and a director of the American company of the same name, who is at present in New York in the interests of the French house. M. Cunisset said that not only was Germany taking the bulk of French essences, but was apparently willing to pay high prices in order to get the type and quality of goods desired. Business with the United States has fallen off materially during the past year while demand generally from the rest of Europe continued slow.

"Due to the drought and unusually hot summer throughout France this year," M. Cunisset went on to say to a representative of DRUG & CHEMICAL MARKETS "all flower crops were short and consequently the oil yields were limited. The small production this year helped considerably to stabilize values." The labor situation was next mentioned as being greatly improved in the flower growing districts as a result of the wide-spread shut-down of many industrial establishments and a flow back to the country districts. Labor prices have come down materially and plenty of help is now available which when compared with the scarcity of a year or so ago and the high wages, is a marked improvement in itself. Of course, France is facing the same general trade situation as the United States, with restricted demand the world over and shattered exchange rates to contend with. Improvement is slow but steady, and the outlook is brighter, according to the concluding statements of M. Cunisset.

#### THOMAS E. LANNEN DEAD

Thomas E. Lannen, of Lannen & Hickey, Chicago, attorney for the Flavoring Extract Manufacturers' Association, died Sept. 17. Mr. Lannen was born in Philadelphia, May 25, 1876. He was graduated from Chicago Law School in June, 1902, and was admitted to practice in Illinois the following October, and in 1909 in the Supreme Court of the United States. Immediately after his admission to the bar, Mr. Lannen engaged in active practice making a specialty of the pure food laws. He was general counsel for the National Confectioners' Association, the Flavoring Extract Manufacturers Association, the National Association of Manufacturers of Soda Water Flavors, the National Association of Manufacturers of Fruit and Flavoring Syrups, the American Manufacturers Association of Products from Corn, and the United Medicine Manufacturers of America.

#### PERFUMERS PROTEST SALES TAX

The first meeting of the Aroma Club this season was held Wednesday and took the form of a protest gathering of perfume and essential oil men against the four per cent manufacturer's sales tax on toilet articles. The club opened the season at luncheon at Browne's Chop House, Broadway and Fortieth Street, New York, and went on record as unconditionally opposed to the four per cent tax on toilet goods as an unjust and discriminatory levy against an American industry which will place it at a distinct disadvantage to foreign manufacturers. The protest also embodied the statement that no other industry or group of manufacturers has been burdened with a tax of this nature.

The Bureau of Supplies and Accounts, Navy Department, Washington, will open bids on October 4 for 1,600 pounds of ethyl chloride.

## The Foreign Markets

Imports of Drugs, Chemicals, Dyestuffs, etc., Page 666

### MENTHOL AND VANILLIN HIGHER

**London Market Firmer on Citric Acid, Phenacetin and Resorcin—Lower Quotations Noted on Canary Seed, Cumin Seed and Magnesium—Ergot and Linseed Oil Lower**

(Special Cable to DRUG AND CHEMICAL MARKETS)

London, Sept. 28—Crude drug and fine chemical prices are uncertain. Advances are noted in acetic acid, lithium carbonate, menthol and vanillin. The market is firmer on citric acid, phenacetin, phenazone and resorcin.

Prices are easier for ergot, linseed oil and pimento.

Lower quotations are announced for canary seed, cumin seed, and magnesium.

London, Sept. 14—(By Mail)—The Drug Auctions were resumed last Thursday, after an interval of three months. The supplies were fairly good, and the demand decidedly better than on previous occasions. Cape aloes, however, failed to find buyers, and Colombo root, turmeric and Tinnevely senna were among other articles neglected. The next sales are fixed for Nov. 3rd.

Apiol—Makers have reduced their price by 1s per lb, quoting it now at 32s. Arsenic—White Cornish has been selling at much lower prices, £33 and even £30 per ton, delivered London, being named. Camphor, Refined—Japanese slabs are quiet and easier, at 3s 11d per lb on spot. Chrysarobin is lower at 7s per lb, being a reduction of 1s 6d. Citric Acid is in small demand, and the price is easier, at 2s 4d per lb less 5 per cent. Cocoa butter is again easier, at 1s 9½d to 1s 10d per lb for prime English, ex-works.

Codeine—Prices have been reduced by 6d per oz., pure crystal alkaloid and precip being now 14s 6d, hydrochloride and sulfate 11s 9d and phosphate 11s per oz. Coriander Seeds—Sound samples are scarce and higher, at 30s per cwt on spot. Cream Tartar is easier being now quoted at 125s to 127s 6d per cwt, less 2½ per cent on spot. Glycerin—Our British refiners have made a reduction of £10 per ton. Chemically pure, S. G. 1260 is now £110 per ton in 10 cwt. drums, for 5 ton lots, and £125 per ton in 56 lb tins and cases. Linseed Oil has been in good demand for export and the price is firmer at 40s per cwt in London, naked.

Morphine salts are again reduced, and are now quoted as follows: Pure crystal alkaloid 13s 1d per oz., precip 12s 10d, acetate 10s 3d, bromide 12s 10d, hydrochloride cryst 10s 6d, pulv 10s 3d, sulfate cryst 10s 6d, pulv 10s 3d per oz. Phenacetin is firmer at 5s 9d to 6s per lb, being in more request. Phenazone is firmer, at 7s 9d per lb, and there seems no present prospect of lower price. Platinum is in demand, and price has been raised to £19 per oz. Resorcin is again firmer, the price of B. P. being now 8s per lb. Saffron—Finest quality is very scarce, and the spot price is advanced to 76s per lb. Turpentine—The market for American on the spot has been much firmer, and closes at 67s 6d per cwt.

The Cotton Textile Mills at Mittweida, Germany, report net profits of 24,700,000 marks for the last 12 months on a paid-up capital of only 5,000,000, as against less than 2,000,000 marks the previous year. This is said to break all records for profits of any industry in Germany. It was made possible by the enormous orders, high prices, and low exchange rates on foreign business.

### FOREIGN EXCHANGE

	Par	Current
Great Britain (pound sterling).....	\$4.866	\$3.726
France (franc) .....	193	.072
Italy (lira) .....	193	.041
Germany (mark) .....	238	.009
Japan (yen) .....	499	.481
Spain (peseta) .....	193	.130
Holland (guilder) .....	402	.320
Belgium (franc) .....	198	.070
Switzerland (franc) .....	198	.173
Norway (crown) .....	268	.126
Sweden (crown) .....	268	.221
Denmark (crown) .....	268	.178
Argentina (peso) .....	274	.326
Brazil (milreis) .....	429	.183
China (Silver dollars—Hongkong).....	789	.550
(Tael—Shanghai, silver) .....	1.082	.810
(Tael—Peking, silver) .....	1.156	.850
Russia—(100 rubles) .....	51.50	.150

### GERMANS REGAIN MEXICAN MARKET

In aniline dyestuffs and dry colors the German manufacturers have already largely regained control of the Mexican market, writes Consul F. M. P. Mitchell from Mexico City. Indications point to the early reestablishment of their former supremacy in this field. The Mexican market has been supplied since early in the present year with large stocks of dyestuffs sent on consignment by both German and Swiss manufacturers to local agents, and the sale of these stocks is being promoted by means of expert chemists sent here by the exporting houses to familiarize the trade and the public with their goods, to demonstrate their quality, and to explain their use. Jobbing houses handling American-made goods are finding it impossible to compete with these methods of merchandising, and as a result they are compelled to order the German and Swiss goods in order to avail themselves of the popularity which these are once more acquiring among retailers and consumers and of the very much lower prices offered.

American dyestuffs are now quoted at prices which average 40 per cent higher for equivalent grades than the competing European products. Besides this very substantial advantage the European product enjoys a lower cost of transportation, the freight rates from Rotterdam to Vera Cruz being lower than from New York to Vera Cruz, notwithstanding the greater distance. In the related field of dry colors the variations in prices are even more pronounced, ranging from 80 to 100 per cent higher for the American product. Recent German shipments were packed very poorly, and in a manner that offered a marked contrast to German packing of former years.

Details of the proposed requirement for consular certification and fees on shipments into Canada have been announced by the Department of Trade and Commerce. All invoices covering goods to the value of \$100 or more, when imported into Canada from foreign countries—i. e., outside the British Empire—will be required to be viséed by an officer authorized by the Canadian Government, for which a fee will be collected from the foreign shipper.

Although British exports and imports during the month of August showed a substantial increase over the previous month the textile industry did not figure very largely in this improvement, only two increases being reported for that industry—exports of wool and woolen rags.

**HUGO STINNES ON GERMANY'S FUTURE**

Hugo Stinnes says:—"It is impossible for Germany to pay the reparation demanded. The whole system is false. First of all, it is too much—a sum absolutely unheard of. In the second place, and in order to obtain the first instalments, we are compelled to buy foreign exchange. The result is that it creates a tremendous demand for dollars and at the same time the mark is depressed. The printing presses must go on printing and our credit becomes more impaired." This opinion was drawn from the German industrial leader by Isaac F. Marcossou, representing the "Saturday Evening Post." Mr. Marcossou quotes Mr. Stinnes as saying further:

"Wherever you turn in a consideration of the indemnity you find impossible circumstances. If Germany, for example, is to pay out of a surplus of exports she will need at least five million more industrial workers. Where are they to come from? We have no more colonies and our manhood was sadly depleted during the war.

"I believe that the only practical and permanent entente is an economic entente—an economic league of nations. I consider the most feasible arrangement of this kind would include the United States, England and Germany. It could guarantee economic peace, and with economic peace, hereafter we could go far toward preventing war."

**GERMAN FERTILIZER TRADE ACTIVE**

The only branch of the German chemical industry which is at all prosperous is that occupied in the manufacture of chemical fertilizer, according to Consul General William Coffin, Berlin. The nitrate mills have been able to get rid of all their stocks during the first months of the year as have also the phosphate manufacturers. As the manufacture of explosives depends very largely upon the activities of the mining industry, the curtailment of the hours of work in the mines has been severely felt by this industry and in addition its export market has almost disappeared.

The manufacturers of coal-tar products are said at the present time to be the only ones who have been able to keep their foreign markets, but even the marked fall in the price of raw materials has not been sufficient to induce these factories to increase their output. Toward the end of May, 1921, an agreement was made between the German Government and the Italian Government for the delivery of 33,000 tons of tar by Germany at a price of 180 marks a ton, the deliveries to be made within nine months.

**U. S. TRADE IN DRUGS WITH CHILE**

Drugs and medicines imported into Chile during 1919 reached a total of about \$1,100,000 (U. S. currency), more than 95 per cent of which came from the United States, France and Great Britain. The United States led, with importations into Chile valued at about \$606,000; France was credited with about \$364,000, and Great Britain with about \$60,000. These figures can not be taken as normal, for they eliminate Germany, which in the future may be in a position to regain the important place which it occupied in this trade before the war.

The United States supplied the majority of imports, with the exception of "medicinal essences," "drugs in granules," and "hypodermic injections," in all of which France was the leader by a wide margin. Nearly all of the opium and the serums and bacteriological cultures came from the United States.

**VEGETABLE OILS HIGHER IN LONDON**

(Special Correspondence to DRUG & CHEMICAL MARKETS)

London, Sept. 17—The market for vegetable oils, fats and greases has taken on a much better tone, prices are well maintained, and in a number of instances advances are recorded. Lagos palm oil is dearer and the tallow auctions realised good prices with quite a keen demand. Prices are per cwt. Acid oils, coconut and palm kernel are scarce and being enquired for at about 48s 6d. Groundnut continues in good demand as regards Pale at about 40s. Bone grease—Pale Water and Brown is being asked for but there is still practically nothing on offer. Values are nominal. Benzene is being offered at 43s, but buyers are holding off for something cheaper.

Castor Oil—The market remains rather quiet with values about the same; pharmaceutical 60s; first pressings 55s and second pressings 50s. Coconut Oil—There has not been much movement in this market but prices are being well maintained and the market shows no signs of weakening. Deodorised 65s; Ceylon 53s 6d; Cochin 58s. Cottonseed Oil—Continues fairly active and values are steady; deodorised 54s; common edible 50s; soapmaking 49s, crude 43s.

Fish oils are firmer at about 24s for Japanese in cases and Coast Cod at 29s 6d.

Groundnut oil remains firm and in steady demand at 61s 6d for deodorised, and 55s for Crude Oriental. Palm kernel oil continues a steady market at the unchanged figures of 60s for deodorised and 51s 6d for crude. Palm oil, Lagos is a very firm market with prices much dearer. Lagos, 43s, softs 40s, hards 37s. Soya bean oil is firm, deodorised 59s 6d and crude Oriental 46s.

Tallow—At the last Public Sales 1,478 casks met with a very strong demand and were all sold. Better grades being 8s per cwt dearer whilst Inferiors were up 4s. Fine mutton 60s, fine beef 60s 6d, good mixed 57s; inferior 47s. Boiled linseed oil on the spot is firm and in good request at about 43s.

**DEMAND FOR CHEMICALS IN MALAY STATES**

Turpentine is imported in small but fairly regular quantities into British Malaya, writes Trade Commissioner John A. Fowler, and finds its largest sale through the ship chandlers. The import of chloroform by the dispensaries, which sell it under license, is small. Red lead is imported in fairly large quantities for the ordinary uses of the building and engineering trades. Hematite is usually imported in dry form, but also comes ground in oil. It is used in large quantities for painting structural and other iron works. Sulphur is imported in cases containing 112 one-pound packages, and is used by the rubber estates, in combination with arsenic, lime, and sugar, for killing white ants. Sulphurous acid, carbolic acid, and oxalic acid are imported in small quantities for the dispensary trade.

Latex from the rubber trees is coagulated by the use of glacial acetic acid. With a normal production of rubber there are about 5,000 demijohns of 44 pounds each used every month. The Japanese factories supply the large bulk of the demand, American factories shipping in small quantities.

Paris green is used by the tobacco growers of the Sumatra Coast for the prevention of insect pests. In the pre-war years it came from Germany, and is again being imported from that country. It is most important that the Paris green should not contain more than the stipulated margin of soluble arsenic-oxide, as this chemical burns the tobacco leaves. Tobacco growers also use lead arsenate for treating the leaf to prevent or destroy the growth of the caterpillar. The trade in sulfate of ammonia in the Straits Settlements is largely for resale to the Sumatra East Coast, where a considerable quantity is used for fertilizing tobacco lands.



# Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

## EXPLANATION

Prices current quoted herein are spot New York, unless otherwise indicated, for goods in large quantities in original packages of the customary trading unit of weight or measure. Re-sale prices are quoted when second-hands are a factor in the market.

The price range (two sets of figures, e. g., .16-.19) indicates either prices for different quantity orders, or else that different manufacturers or importers quote different prices. All price ranges are inclusive.

All quotations are made on the basis of avoirdupois pounds and ounces or American gallons. For the ready reference of exporters and foreign buyers the following tables of equivalents are published:

## WEIGHTS AND MEASURES

1 Imperial Gallon (Brit.)—1.20 Amer. Gallons
1 American Gallon—833 Imperial Gallon
1 American Gallon—3.79 liters
1 Liter—2.64 American Gallon
1 American Gallon (H <sub>2</sub> O) weighs 8.35 pounds
1 Pound (Avoirdupois) weighs .454 Kilogram
1 Kilogram weighs 2.20 pounds (Avoirdupois)

## Acids

Acetic. See Heavy Chemicals		
Acetyl-salicylic	.55	— .56
Benzoic, U.S.P.	.63	— .80
Boric cryst., bbls.	.1234	— .14
Powdered, bbls.	.1234	— .14
Butyric Tech., 98 p.c.	—	.90
Camphoric	4.27	— 4.50
Carbolic cryst., U.S.P., drs.	.10	— .16
1-lb. bottle	—	.27
5-lb. bottle	—	.23
50 to 110-lb. tins.	—	.19
Liquid, U.S.P., 1 lb. bot.	—	.26
Crude, 25 p.c.	.30	— .35
Chromic, 98 p.c.	—	.45
Chrysophanic	.170	— 1.90
Cinnamic, See Aromatic Chemicals		
Citric, crystals, bbls.	—	.47
Powdered	—	.48
Imported, kegs	.45	— .46
Cresylic, 95-100 p.c., See Coal-tar Crudes		
Formic, 75 p.c., tech.	.15	— .16
Galic, U.S.P., bulk.	.80	— .90
Glycerophosphoric, 25 p.c.	1.65	— 1.75
Hydrobromic, 40 p.c., pure.	—	.40
Hydrochloric, C.P., carboys.	.07	— .08
Hydrochloric, sp. g. 1.150.	—	.20
Hydrofluoric, see Heavy Chemicals		
Hypophosphorous, 50 p.c.	1.65	— 1.70
U.S.P., 10 p.c.	—	.60
Lactic, U.S.P., VIII.	.55	— .60
U.S.P., IX.	.65	— .70
Molybdic, C.P.	—	3.00
Muriatic, see Heavy Chemicals		
Nitric, C.P.	.09	— .10
Nitro Muriatic	.20	— .23
Oxalic, cryst., bbls.	.15	— .16
Picric, kegs, see Intermediates		
Phosphoric, 85-88 p.c., syr. U.S.P.	.22	— .24
50 p.c., tech.	.12	— .17
Pyrogalllic, resublimated	—	1.75
Crystals, bottles	—	1.35
Salicylic, U.S.P.	.20	— .22
Second Hands	—	.19
Sulfuric, C.P.	.07	— .08
Sulfurous (6.7 p.c.)	.05	— .06
Tannic, U.S.P.	.75	— .85
Tartaric, Crystals, U.S.P.	—	.35
Powdered, U.S.P.	—	.35
Imported U.S.P., Cryst.	.27	— .28
Powdered	.27	— .29

## Fine Chemicals

Acetanilid, C.P., bbl. blk.	.29	— .33
Acetone, C. P.	.12 1/2	— .13 1/2
Acetphenetidin	1.35	— 1.65
Aconitine, Amorphous	—	18.00
Adeps Lanae, See Lanolin		
Albumen, Egg, edible.	—	.65
Alcohol, 190 proof, U.S.P., gal.	—	4.70
Cologne Spirit, 190 proof, gal.	—	4.75
Second Hands, U.S.P., gal.	—	4.65
For Export, U.S.P., gal.	.45	— .47
Wood ref., 95 p.c.	.70	— .74
97 p.c.	.72	— .75
Pure	1.00	— 1.20
Second Hands, 95-97 p.c., gal.	.65	— .67
Denatured Complete	.38	— .40
Butyl	.23 1/2	— .28 1/2
Iso-propyl, bbls.	—	2.50
Alolin, U.S.P., powd.	.87 1/2	— .92 1/2
Amidopyrine	4.75	— 5.25
Ammonium, Acetate, crys.	.37	— .40
Benzoate, cryst., U.S.P.	.95	— 1.00
Bichromate, C. P.	.65	— .70
Bromide, gran., bulk.	—	.28
Imported	—	.30
Carb. Dom., U.S.P., kegs.	.13	— .14
Chloride, U.S.P.	.19	— .20
Hypophosphite	1.35	— 1.40
Ichthyolate (as to brand)	1.00	— 3.00
Iodide	—	4.30
Nitrate, C. P.	—	.40
Oxalate, Pure	.45	— .55
Phosphate (Dibasic)	.40	— .42
Monobasic	.18	— .20
Salicylate, U.S.P.	.60	— .65
Water, (See Heavy Chemicals)		
Amyl Acetate, bulk, drums, gal.	2.15	— 2.25
Antimony Chlor. (Sol. butter of Antimony)	—	.12
Needle Powder	.04 1/2	— .05
Antipyrine, bulk	2.10	— 2.25
Apomorphine Hydrochlor. 1/4 oz.	—	12.05
Arcoline Hydrobromide	9.00	— 10.00
Iodide, red	—	.07
Arsenic red, See Heavy Chemicals		
White, See Heavy Chemicals		
Arsenous Iodide, U.S.P.	—	5.50
Aspirin	.35	— .56
Atropine, Alk. U.S.P., 1-oz. v.oz.	9.00	— 12.00
Sulfate, U.S.I., 1-oz. v.oz.	5.75	— 6.00
Barbital	—	.95
Barium Carb. prec., pure.	—	.25
Dioxide	.20	— .24
Iodide	—	5.38
Nitrate	.08	— .16
Bay Rum		
Denatured Salicy. Acid.	3.27	— 3.50
Denatured, quinine	3.60	— 3.75
Benzaldehyde (See Aromatic Chemicals)		
Benzoic acid, U.S.P.	2.65	— 2.75
Berberine Hcl.	—	22.50
Acid Sulfate	—	25.00
Neutral sulfate	—	27.00
Bismuth Metallic	1.55	— 1.70
Ammon. Citrate, U.S.P.	—	5.00
Citrate, U.S.P.	—	2.10
Oxychloride	—	2.30
Salicylate	—	1.45
Subbenzoate	—	2.75
Subcarbonate, U.S.P.	—	1.85
For X-ray Diagnosis	—	2.40
Subgallate	—	1.85
Subiodide	—	3.85
Subnitrate	—	1.75
Second Hands	1.75	— 1.80
Subsalicylate	—	2.00
Tannate	—	2.00
Borax, in bbls.	.05 1/4	— .06 1/4
U.S.P., Kegs	.06	— .06 1/4
Bromides, See Potass. Brom., etc.		
Bromine, purified	—	.25
Bromoform	—	1.75
Brucine Sulfate	.40	— .45
Cadmium Bromide, crystals.	.95	— 1.05
Iodide	—	4.00
Metal sticks	—	1.00
Caffeine alkaloid, bulk.	5.00	— 5.25
Imported	4.60	— 4.75
Hydrochloride	—	8.00
Hydrobromide	—	5.90
Citratid, U.S.P.	4.20	— 4.30
Sulfate	—	6.75

## CLASSIFICATION

Items are classified into divisions based upon industrial and trade use and, within these divisions, are arranged alphabetically. The order follows roughly the order of the market reports in the text pages and the running heads at the top of the page serve as a ready index.

Fine Chemicals — medicinal, photographic, CP reagent acids and chemicals, except synthetic aromatics.

Heavy Chemicals — industrial and metallurgical acids and chemicals, except metals, dyestuffs, tanning materials and fertilizers.

Coal-Tar Products—crudes and intermediates.

Oils—the fatty oils of animal, fish, and vegetable origin.

Crude Drugs—the natural botanical products sold through the drug trade, further subdivided according to class.

Essential Oils — include the oleo-resins and are followed by the synthetic aromatic chemicals.

Calcium Glycerophosphate	1.75	— 1.80
Hypophosphite	—	.65
Iodide	—	3.95
Phosphate, Precip.	.14	— .15
Monobasic	.30	— .45
Sulfocarbonate	.48	— .50
Camphor, Am. ref'd bbls. blk.	—	.75
16's in 1-lb. carton.	—	.78
24's in 1-lb. carton.	—	.82 1/2
32's in 1-lb. carton	—	.84
Japan refined, 2 1/2 lb. slabs.	—	.72
Tablets (as to size)	.78	— .80
Chinese, crude	.45	— .46
Refined	—	.70
Monobromated, bulk	1.60	— 1.75
Caramel	.60	— .70
Carmine, No. 40.	—	4.75
Casein, Edible	.35	— .40
Technical	.14	— .15
Castor Oil, AA bbls.	.11	— .12
Cerium Oxalate	.45	— .48
Chalk, Precip., light.	.03 1/2	— .04
Heavy	.08	— .08 1/2
Drop	—	.06
Charcoal, Powd.	.04	— .06
Willow, Powd.	.06	— .07
Bone Black, Powd.	—	.08
Chloral Hydrate, U.S.P., crystals, 25 lb. jars, 100 lb. lots.	—	.76
Chloroform, U.S.P.	—	.43
Second Hands	.36	— .38
Cinchonidin, Alk., crystals.	—	.93
Sulfate	.52	— .60
Cinchonine, Alk., crystals.	—	.54
Sulfate	—	.30
Cocaine, Hydrochl., Cryst.	—	6.00
Gran., Powd.	—	6.25
Imported	—	6.00
Cocoa Butter, bulk.	—	.25
Fingers, cases	.33 1/2	— .35
Codeine, Alk., 10 oz. bulk.	—	6.10
Hydrobromide	—	4.90
Hydrochloride	—	5.50
Nitrate	—	5.50
Phosphate	—	4.55
Salicylate	—	4.55
Sulfate	—	4.80
Cod Liver Oil, Newf'd.	bbl. 15.00	— 16.00
Norwegian	bbl. 15.00	— 18.00
Collodion, U.S.P.	.25	— .28
Flexible, U.S.P.	.28	— .30
Corn Syrup	100 lbs. 2.09	— 2.39



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NITRATE SILVER  
SOLUBLE COTTON AND ITS SOLVENTS  
SULPHITE SODA  
SULPHUR FLOUR



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Antipyrin  
Bromides  
Caffein  
Citrates  
Creosote  
Carbonate  
Glycerophosphates  
Guaiacol  
Carbonate  
Guaiacol Liquid  
Iron Cacodylate  
Pancreatin  
Pepsin  
Quinine Sulphate  
Resorcin  
Salicylates  
Sodium  
Cacodylate  
Sodium  
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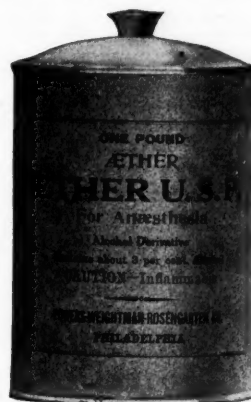
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and other Bismuth  
Salts  
Codeine and its Salts  
Creosote, U.S.P.  
Creosote Carbonate.  
U.S.P.  
Diacetyl-Morphine  
Glycerophosphates  
Hexamethylenamine  
Iodoform 409

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Quinine and its Salts  
Silver Nucleinate  
Silver Proteinate  
Sodium Benzoate  
Thymol Iodide  
Strychnine and its  
Salts



## Fine Chemicals

Methyl Acetone, bbls.....gal.	.78 — .80	Potass. Carbonate, U.S.P.....lb.	.12 — .14	Quinine Dicarboxate .....	oz. 2.00 — 3.00
Methyl salicylate, see Aromatic Chemicals		Caustic, U.S.P. (by alcohol) lb.	— .45	Ethyl Carbonate .....	oz. 1.25 — 1.50
Methylene Blue, medicinal lb.	4.75 — 5.00	U.S.P. purified .....	lb. — .30	Ferrocyanide .....	oz. — 1.05
Milk, powdered .....	lb. .15 — .16	Chlorate, Imp., Powd.....lb.	.07 — .10	Formate .....	oz. — 1.05
Mineral Oil, white .....	gal. .85 — 1.25	Chromate, cryst. yellow,		Glycerophosphate .....	oz. — 1.17
Morphine, Acet., 10-oz. in 5s.oz.	— 4.90	tech. 1-lb., c. b. 10.....lb.	— .42	Hydriodide .....	oz. — 1.05
Hydrobromide, 10-oz. in 5s.oz.	— 4.90	Citrate, bulk, U.S.P.....lb.	— .65	Hydrobromide .....	oz. — .96
Hydrochloride, 10-oz. in 5s.oz.	— 4.90	Glycerophosphate, 75 p.c.....oz.	1.85 — 1.90	Hydrochloride .....	oz. — .96
Sulfate, 10-oz. in 5s.....oz.	— 4.90	Guaiaacil Sulfonate .....	lb. 2.75 — 3.50	Japanese .....	oz. .85 — .90
Diacetyl, Alk., 10 oz., 1/8s.....oz.	— 8.40	Hypophosphite, bulk .....	lb. — .85	Hydrochlor. & Urea.....oz.	— 1.05
Diethyl Hydcl., 10 oz., 1/8s.....oz.	— 7.60	Iodide, bulk .....	lb. — 2.60	Hypophosphite .....	oz. — 1.05
Ethyl Hydcl., 10 oz., 1/8s.....oz.	— 8.95	Second Hands .....	lb. — 2.60	Lactate .....	oz. — 1.05
Opium cases, U.S.P.....lb.	— 5.50	Lactaphosphate .....	oz. — .90	Phenolsulfonate .....	oz. — 1.05
Granular .....	lb. — 6.75	Nitrate, see Saltpetre		Phosphate .....	oz. — .96
Powdered, U.S.P. ....	— 6.75	Oxalate, Neutral .....	lb. .50 — .55	Salicylate .....	oz. — .96
Oxgall, pure, U.S.P.....lb.	1.50 — 1.55	Permanganate, U.S.P. ....	lb. .20 — .22	Tannate .....	oz. — .70
Pancreatin .....	lb. 1.50 — 1.70	Salicylate .....	lb. 1.00 — 1.10	Tartrate .....	oz. — 1.05
Papain .....	lb. 2.50 — 2.60	Sulfate, C.P. ....	lb. .35 — .40	Valerate .....	oz. — 1.75
Paraformaldehyde .....	lb. .60 — .65	Tartrate .....	lb. — .65	Quindine Alk., crystals, tins.oz.	— .95
Pepsin Powd., U.S.P.....lb.	— 2.50	Pumice Stone, lump.....lb.	.04 — .05	Sulfate, tins .....	— .71
Petrolatum, light amber bbls lb.	— .04 1/4	Powdered .....	lb. .03 — .04	Resorcinol, crystals, U.S.P. lb.	1.75 — 2.00
Cream White .....	lb. — .06	Pyridin .....	gal. — 1.75	Technical, See Intermediates	
Lily White .....	lb. — .11	Quinine Sulf., 100-oz. tins.oz.	— .70	Rochelle Salt, crystals.....lb.	— .25
Snow White .....	lb. — .12	1-oz. tins .....	oz. — .78	Imported, U.S.P. ....	lb. .19 1/2 — .21
Phenolphthalein .....	lb. 1.40 — 1.50	Imported, Java .....	oz. — .68	Rosewater, triple .....	gal. — 1.50
Phosphorus, yellow .....	lb. .26 — .35	Imported, Japanese .....	oz. — .67	Saccharin, U.S.P. ....	lb. — 2.25
Pilocarpine, hydrochloride ..oz.	6.00 — 6.75	Bisulfate, 100-oz. tins.....oz.	— .70	Resale .....	lb. 2.00 — 2.10
Piperazine Hydrate .....	oz. — .50	Alkaloid .....	oz. — 1.05	Salicin, bulk .....	lb. 4.00 — 4.50
Podophyllin .....	lb. 4.25 — 4.35	Acetate .....	oz. — 1.05	Salol, U.S.P., bulk.....lb.	.60 — .70
Potassium acetate .....	lb. — .40	Arsenate .....	oz. — 1.05	Saltpetre, Double ref. bbls lb.	.08 1/4 — .12 1/4
Bicarbonate, U.S.P. ....	lb. — .12	Benzoate .....	oz. — 1.05	Santonin, cryst., U.S.P.....lb.	— 130.00
Bisulfate .....	lb. — .40	Citrate .....	oz. — 1.05	Powdered .....	lb. — 131.50
Bromide Crystals, bulk.....lb.	— .19	Dihydrochloride .....	oz. — 1.05	Seidlitz Mixture, bbls.....lb.	— .20
Granulated .....	lb. — .19	Dihydrobromide .....	oz. — 1.05	Silver Nitrate, 500 oz. lots.oz.	45 1/2 — 46 1/2
Imported, U.S.P. ....	lb. .14 — .16			Nucleinate .....	oz. .28 — .35
				Proteinates .....	oz. — .34
				Colloidal .....	oz. — 1.60

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## Heavy Chemicals

Soap, Castile, white pure.....lb.	.18	—	.30
Conti's .....	—	—	8.75
Powd., U.S.P., bbls.....lb.	—	—	.36
Green, U.S.P. ....	.0634	—	.0734
Sodium, Acetate, U.S.P., gran. lb.	.12	—	.15
Benzoate, gran., U.S.P.....lb.	.52	—	.70
Bicarb., U.S.P., powd., bbls. lb.	.0234	—	.0234
Bromide, U.S.P., bulk.....lb.	—	—	.20
Imported, U.S.P. ....	.16	—	.17
Cacodylate .....	3.60	—	4.00
Caustic, U.S.P., See Sod. Hydroxide			
Chlorate, U.S.P., 8th Rev.			
Crystals, c.b., 10.....lb.	.13	—	.15
Granular, c.b., 10.....lb.	.16	—	.18
Chloride, C. P. ....	—	—	.0734
Citrate, U.S.P., Cryst. VIII lb.	—	—	.60
VIII .....	—	—	.60
Granular, U.S.P., gran. IX lb.	—	—	.73
Cyanide 96-98, see Heavy Chemicals			
Glycerophosphate, crystals. lb.	—	—	1.95
Hydroxide, U.S.P. ....	—	—	.18
Hypophosphite, U.S.P. ....	.75	—	.77
Iodide, bulk .....	—	—	3.30
Nitrate, U.S.P. ....	—	—	.0534
Oxalate, Neutral .....	.45	—	.55
Peroxide .....	—	—	.38
Phosphate, U.S.P., gran.....lb.	—	—	.07
Recryst. ....	—	—	.13
Pyrophosphate .....	—	—	.14
Salicylate, U.S.P. ....	—	—	.25
Resale .....	—	—	.24
Sulfate (Glauber's Salt). cwt.	—	—	1.75
Needle Crystals .....	—	—	2.25
Sulfocarbonate .....	.25	—	.27
Spartein Sulfate .....	.60	—	.70
Strontium Brom. Cryst., blk. lb.	—	—	.29
Carbonate, pure .....	—	—	.28
Iodide, bulk .....	—	—	3.25
Nitrate, Kegs .....	.12	—	.1234
Salicylate, U.S.P. ....	.40	—	.42

Strychnine Alkd., cryst.....oz.	—	—	1.70
Alkaloid, Powd. ....	—	—	1.60
Acetate .....	—	—	1.60
Glycerophosphate .....	—	—	1.70
Hydrobromide .....	—	—	1.70
Hydrochloride .....	—	—	1.60
Hypophosphite .....	—	—	1.80
Nitrate .....	—	—	1.60
Phosphate .....	—	—	1.70
Sulfate, crystals, bulk.....oz.	—	—	1.35
Sugar of Milk, Powder.....lb.	.17	—	.18
Sulfonal, 100-oz. lots.....oz.	—	—	.38
Sulfonethylmethane, U.S.P. ....	—	—	5.75
Sulfonmethane, U.S.P. ....	—	—	4.75
Sulfur, roll, bbls.....100 lbs.	2.15	—	2.70
Flour, 100 p.c. pure.....100 lbs.	2.50	—	3.15
Flowers, 100 p.c. pure.....100 lbs.	3.00	—	3.65
Precip., U.S.P. ....	.1734	—	.2134
Lac Sulfur .....	.09	—	.10
Tartar Emetic, tech.....lb.	.34	—	.37
U.S.P. ....	.39	—	.40
Talcum, Amer., bags.....100 lbs.	—	—	1.40
Purified .....	—	—	3.50
Terpin Hydrate .....	.50	—	.53
Theobromine Alkaloid .....	6.00	—	6.40
Thymol, crystals, U.S.P.....lb.	5.25	—	5.50
Iodide, U.S.P., bulk.....lb.	9.00	—	9.10
Tin bichloride, see Heavy Chemicals			
Oxide, 500 lb. bbls.....lb.	—	—	.40
Toluene, See Coal Tar Crudes			
Tribromphenol .....	—	—	.90
Trional .....	—	—	.47
Witch Hazel, Ext., dble dist.,			
bbl. ....	1.30	—	1.35
Yohimbine .....	—	—	12.50
Zinc Carbonate, U.S.P., precip. lb.	—	—	.37
Chloride, U.S.P. ....	.35	—	.40
Nitrate .....	—	—	.42
Iodide, bulk .....	—	—	3.75
Oxide, U.S.P., bbls.....lb.	—	—	.17
Stearate .....	—	—	.24
Sulfate, U.S.P. ....	.08	—	.09

## Heavy Chemicals

## ACIDS

Acetic, 28 p.c., bbls.....100 lbs.	2.50	—	2.75
56 p.c., bbls.....100 lbs.	5.00	—	5.50
80 p.c., bbls., Com'l.....100 lbs.	7.89	—	8.64
80 p.c., bbls., pure.....100 lbs.	9.00	—	9.25
Glacial, bbls. ....	10.00	—	10.50
Chlorosulfonic, 93-95 p.c.....lb.	.15	—	.16
Hydrobromic com., 48 p.c. lb.	.38	—	.40
Pure, 40 p.c.....lb.	—	—	.45
Hydrofluoric 30 p.c. bbls.....lb.	.07	—	.0734
48 p.c. in carboys.....lb.	.12	—	.13
52 p.c. in carboys.....lb.	.13	—	.14
60 p.c. in carboys.....lb.	.16	—	.17
White Acid .....	.32	—	.33
Hydrofluosilicic 35 p.c.....lb.	.10	—	.1234
Lactic, 22 p.c., dark.....lb.	.0434	—	.05
22 p.c., light.....lb.	.0534	—	.06
44 p.c., dark.....lb.	.0934	—	.10
44 p.c., light.....lb.	.1234	—	.13
66 p.c. ....	—	—	.16
80 p.c. Imported.....lb.	—	—	.15
Mixed, Nitric .....	.0934	—	.1034
Sulfuric .....	.01	—	.0134
Muriatic, 18 deg. clys.....100 lbs.	1.20	—	1.75
20 deg. carboys.....100 lbs.	1.50	—	2.00
22 deg. carboys.....100 lbs.	1.90	—	2.25
Iron Free clys., 18 deg.			
100 lbs. ....	1.50	—	1.75
20 deg. ....	1.75	—	2.00
22 deg. ....	2.00	—	2.25
Nitric, 36 deg. carboys.....lb.	.0534	—	.06
38 deg. carboys.....lb.	.0534	—	.0634
40 deg. carboys.....lb.	.0634	—	.07
42 deg. carboys.....lb.	.0634	—	.0734
Phosphoric, 50 p.c., tech.....lb.	.13	—	.18
Syrupy, 65 p.c.....lb.	.20	—	.22
Pyroligneous, Tech. ....	.12	—	.1334
Sulfuric, Tank carlots			
60 deg., f.o.b. wks.....ton	11.00	—	12.00
66 deg., f.o.b. wks.....ton	17.00	—	18.00

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Strontium Carbonate  
Distilled Water  
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Acetic Lactic  
Sulphuric (all strengths)  
50%-60%-66%-98%  
Oil of Vitriol  
Oleum 20% to 65%  
Electrolyte  
Muriatic (all strengths)  
Nitric (all strengths)  
Aqua Fortis  
Mixed Dipping

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Papermaking Sizing Filter  
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Sulphate of Alumina, 17%-22% Al<sub>2</sub>O<sub>3</sub>

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## Heavy Chemicals

Acid, Sulf., 20 p.c. Oleum, f.o.b. wks. ....ton 21.00 -23.00	Antimony chloride, liq.....lb. .15 - .17	Copper Sulfate .....100 lbs. 5.00 - 5.65
60 p.c. oleum.....ton 65.00 -75.00	Anhydrous .....lb. .50 - .55	Imported .....100 lbs. 5.00 - 5.25
Sulfurous com. ....lb. .12 - .14	Oxide .....lb. .07 - .07½	Tartrate (verdigris sub-
Tannic, Tech. ....lb. .65 - .80	Sulfide, Crimson .....lb. - .60	stitute) .....lb. - - .30
Tungstic .....lb. 1.00 - 1.05	Golden No. 1.....lb. - .35	Copperas, wks. ....100 lbs. .90 - 1.15
Acetone .....lb. .12½ - .13	Vermillion .....lb. - .55	Ferric Chloride, crys.....lb. .10½ - .11
Acetic Anhydride, 85 p.c.....lb. - .40	Tartrolactate .....lb. - .47	Sulfide .....100 lbs. 2.25 - 3.25
Acetyl Chloride, Redistilled.....lb. .45 - .50	Arsenic, white .....lb. .05½ - .06	Liquid, 40 deg.....lb. .07 - .07½
Alum, ammonia, lump.....lb. .04 - .04½	Red .....lb. .11 - .12	Ferrous Chloride, crys.....lb. .06½ - .06¾
Imported .....lb. .03½ - .04	Barium, chloride .....ton - -60.00	Flake White .....lb. .06½ - .10½
Ground .....lb. .04½ - .04½	Imported .....ton 45.00 -46.00	Fluorspar, Powdered .....ton 30.00 -35.00
Powdered .....lb. .04½ - .04½	Binoxide .....lb. .17 - .24	Acid Grade, f.o.b. mines..ton 22.50 -25.00
Chrome .....lb. .07½ - .10	Carbonate .....ton 48.00 -50.00	Fuller's Earth, f.o.b. mines..ton 16.00 -17.00
Potash lump .....lb. .05½ - .06	Nitrate .....lb. .09¾ - .10	Imported .....ton 35.00 -40.00
Imported .....lb. .03¾ - .04	Imported .....lb. .07¾ - .08½	Fusel Oil, crude.....gal. - - 1.50
Powdered .....lb. .06 - .06½	Barytes, floated, white.....ton 28.00 -29.00	Refined .....gal. - - 3.25
Ground .....lb. .06½ - .06½	Blanc Flx, imported.....ton 40.00 -42.00	Kieselguhr .....100 lbs. 1.75 - 2.00
Chrome .....lb. .09 - .10	Bleaching Pd., f.o.b.wks.100 lbs. 2.25 - 2.50	Lead Acetate, white cryst..lb. .12 - .12½
Soda, Ground .....100 lbs. 3.50 - 4.50	Export, F.A.S. ....100 lbs. - 2.50	White Cakes .....lb. .11½ - .12
Aluminum chloride, carboys.....lb. .04 - .06	Second Hands, Spot.....100 lbs. 2.50 - 3.00	Granulated .....lb. .11¾ - .12¾
Anhydrous .....lb. .38 - .45	Second Hands, wks.....100 lbs. - 2.05	Brown Cakes .....lb. .10½ - .11½
Sulfate Iron free.....100 lbs. 2.50 - 3.00	Bromine, Purified wks.....lb. - .27	Arsenate, powdered .....lb. .16 - .18
Commercial .....100 lbs. 2.00 - 2.75	Calcium Acetate .....100 lbs. - 2.00	Paste .....lb. .00 - .10
Aluminum hydrate light.....lb. .22 - .28	Arsenate .....lb. .18 - .19	Nitrate .....lb. - .15
Ammonia, Anhydrous .....lb. - .31	Carbide .....lb. .04½ - .05	Oxide, Litharge, Amer. pd.lb. .08¾ - .09
Ammonia Water, 26 deg.....lb. .07¾ - .09¾	Carbonate .....100 lbs. 1.40 - 2.00	Red, American .....lb. .09¾ - .09¾
30 deg. ....lb. .06¾ - .08¾	Chloride, solid, f.o.b.N.Y.ton - -28.75	Sulfate, basic white.....lb. .07½ - .07½
18 deg. ....lb. .05¾ - .07¾	Granulated, f.o.b. N.Y.ton - -35.75	White, Basic Carb., Amer.
16 deg. ....lb. .05¾ - .07¾	Flaked, f.o.b. N.Y.....ton - -35.75	dry .....lb. .08 - .08½
Ammonium Bifluoride .....lb. .26 - .45	Anhydrous .....lb. .14 - .15	Lithopone .....lb. .06 - .07
Imported .....lb. - .22	Lactate .....lb. - .13½	Lime, hydrate .....lb. .01 - .01½
Carbonate .....lb. .07 - .09	Nitrate .....ton -60.00	Acetate .....100 lbs. - 2.00
Lactate .....lb. - .17	Chlorine, liquid .....lb. .08 - .15	Nitrate .....ton -60.00
Nitrate .....lb. .07½ - .07¾	Carbon bisulfide, C.L. & lesslb. .06 - .07½	Sulfur, Powd. ....lb. .10½ - .12
Persulfate, bulk .....lb. - .50	Carbon black .....lb. .12 - .20	Magnesite .....ton 72.00 -75.00
Sal Ammoniac, gray ....lb. .07 - .07½	Carbon tetrachlor., C.L.&Lesslb. .10½ - .12	Magnesium Sulfate, tech.100 lbs. 2.00 - 2.25
Imported .....lb. .06¾ - .07	Cobalt Oxide .....lb. 2.00 - 2.25	Imported .....100 lbs. 1.10 - 1.15
Granulated, white .....lb. .07 - .07½	Copper Carbonate .....lb. .27 - .28	Carbonate, tech. ....lb. .06 - .08
Imported .....lb. .05¾ - .06¾	Cyanide .....lb. .50 - .63	Chloride, fused .....ton - -30.00
Lump .....lb. .16 - .17	Subacetate (Verdigris) ....lb. .24 - .28	Fluosilicate, 30% soln.100 lbs. 8.00 -10.00
Sulfate, dbl. bags f.o.b.100 lbs. 2.50 - 2.60		
Dom., Bulk, wks.....100 lbs. 2.15 - 2.25		



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## Heavy Chemicals

Manganese Chloride.....lb.	.20 — .31	Potass. Prussiate, red.....lb.	.26 — .28	Sodium Nitrite.....lb.	.06¼ — .07
Dioxide, 80-84 p.c.....ton	55.00 — 60.00	Yellow.....lb.	.20½ — .22	Peroxide.....lb.	.25 — .30
85-90 p.c.....ton	60.00 — 70.00	Sulfate.....unit	1.20 — 1.25	Phosphate (tri) ref.....lb.	.06 — .07
Sulfate.....lb.	.20 — .32	Titanium Oxalate.....lb.	— — .53	di-Sodium, U.S.P., gran.....lb.	.07½ — .08¼
Nickel oxide.....lb.	.40 — .45	Shipment, imptd.....lb.	— — .33	Technical.....lb.	.04¼ — .04¼
Salts, single.....lb.	.14 — .16	Salt, tech.....ton	— — 17.00	Mono-Sodium, ref.....lb.	.25 — .30
double.....lb.	.13 — .15	Salt Cake, bulk.....ton	20.00 — 25.00	Prussiate, Yellow.....lb.	.13 — .13½
Nitre Cake, bulk wks.....ton	5.00 — 6.00	Saltpetre.....lb.	.09¼ — .12¼	Silicate, 60 deg.....100 lbs.	3.12½ — 3.50
Orange Mineral.....lb.	.14 — .14¼	Soda Ash, 53 p.c. light.....100 lbs.	2.15 — 2.25	40 deg.....100 lbs.	1.10 — 2.00
Paris Green.....lb.	.23 — .25	Basis, 48 p.c. wks.bgs.....100 lbs.	— — 1.62½	Silicofluoride.....lb.	.07 — .08
Phosphorus red.....lb.	.40 — .50	Dense, 58 p.c. bags.....100 lbs.	— — 2.35	Sulfate, Gl'p salt.....100 lbs.	1.50 — 2.00
Yellow.....lb.	.30 — .35	Basls 48 p.c. wks.bgs.....100 lbs.	— — 1.60	Sulfide, 60 p.c.....lb.	.04¼ — .06¼
Oxychloride.....lb.	.45 — .50	Caustic, 76 p.c.....100 lbs.	— — 4.00	30 p.c. crystals.....lb.	.02¼ — .03½
Sesquisulfide.....lb.	— — .42½	Basis 60 p.c.....100 lbs.	— — 3.25	Sulfite, Crystals.....lb.	.03¼ — .04
Trichloride.....lb.	.60 — .65	Ground, 76 p.c wks.....100 lbs.	4.50 — 5.00	Dessicated.....lb.	.00½ — .10½
Plaster of Paris.....bbl.	4.25 — 4.50	Sodium Acetate.....lb.	.04 — .04¼	Thiocyanate.....lb.	.80 — .83
True Dental.....bbl.	4.35 — 4.60	Aluminum Sulfate.....100 lbs.	3.60 — 4.50	Strontium Nitrate.....lb.	.18 — .20
Potash Caustic, 88-92.....lb.	.12 — .14	Bicarbonate.....100 lbs.	2.25 — 2.40	Imported.....lb.	.12 — .12½
Imported.....lb.	.05½ — .05¾	Bichromate.....lb.	.07¼ — .08	Carbonate.....lb.	.25 — .26
70-75%.....lb.	.10 — .12	Bisulfate, bulk, wks.....ton	5.00 — 6.00	Sulfur Chloride, red.....lb.	.05 — .05¼
Potassium Bichromate.....lb.	.11 — .11½	Bisulfite, Powd.....lb.	.04¼ — .05¼	Yellow.....lb.	.04 — .04¼
Binoxalate, tech.....lb.	.40 — .42	Solution 32-40 deg.....100 lbs.	1.60 — 2.10	Sulfur Dioxide liq. cyl.....lb.	.08 — .09
Carbonate, 80-85 p.c.....lb.	.06 — .05½	Carbonate Sal. bbls.....100 lbs.	1.70 — 2.00	Sulfur, crude.....ton	20.00 — 25.00
Hydrated.....lb.	.05½ — .06	Chlorate.....lb.	— — .07½	Flour Com'l.....bbls.	1.45 — 2.00
*85-90 p.c.....lb.	— — —	Chloride, tech.....ton	— — 17.00	Flowers, 100 p.c.....100 lbs.	2.25 — 3.05
90-95 p.c.....lb.	.06½ — .07	Cyanide, 96-98 p.c.....lb.	.28 — .30	Sulfuryl Chloride.....lb.	.25 — .26
96-98 p.c.....lb.	.08 — .09	73-76 p.c.....lb.	.25 — .26	Tartar Emetic, tech.....lb.	.34 — .37
Chlorate, cryst.....lb.	.12 — .13	Imported, 120 p.c.....lb.	— — —	Tin, bichloride.....lb.	.18 — .20
Powdered, American.....lb.	.12 — .13	128 p.c.....lb.	.25 — .27	Crystals.....lb.	.26½ — .29
Imported, pow. & crys.....lb.	.06½ — .10	Fluoride.....lb.	.10 — .11	Oxide.....lb.	.38 — .40
Muriate, basis 80 p.c.....unit	— — .90	Hydrosulfite.....lb.	— — .45	Whiting.....100 lbs.	1.15 — 1.75
Shipment.....unit	— — —	Hyposulfite, Crys., bbls.....100 lbs.	3.50 — 3.75	Zinc, carbonate.....lb.	.16 — .18
Metabisulfite.....lb.	.40 — .42	Granulated.....100 lbs.	3.95 — 4.80	Chloride, Fused.....lb.	.10 — .10½
Perchlorate.....lb.	.19 — .20	Tungstate, crys.....lb.	.80 — .85	Granulated.....lb.	.11½ — .11¾
Permanganate, Com'l.....lb.	.20 — .23	Dessicated.....lb.	.70 — .75	Imported fus'd & gran.....lb.	.05¼ — .06¼
U.S.P., See Fine Chemicals		Nitrate, crude.....100 lbs.	— — 2.20	Cyanide.....lb.	.42 — .45
		Double refined, Gran.....lb.	.05¼ — .05½	Oxide, French.....lb.	.11 — .12½
				American.....lb.	.08 — .09
				Sulfate.....lb.	.03 — .03½

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## Crudes

Anthracene 80-85 p.c.	lb.	.75	- 1.00
40-45 p.c.	lb.	.12	- .18
Benzene, C. P.	gal.	.27	- .33
Resale, drums included	gal.	—	- .41
90 p.c.	gal.	.25	- .31
Carbazol	lb.	.85	- 1.00
Cresylic Acid, 95 p.c. dark	gal.	.75	- .90
Straw, 97-99 p.c.	gal.	.80	- .95
Cresol, U.S.P.	lb.	.17	- .21
Cresote oil	gal.	.20	- .22
Dip. oil	lb.	.31	- .36
Naphthalene, balls	lb.	.09 1/2	- .10 1/2
Flake	lb.	.08 1/2	- .09 1/2
Second Hands	lb.	.06 3/4	- .08
Phenol, Gov't Surplus	lb.	.12	- .17
Open Market	lb.	.08 3/4	- .10
Natural	lb.	.15	- .16
Pitch, various grades	ton	14.00	- 18.00
Solvent naphtha	gal.	.23	- .31
Tar Acid Oil, 25 p.c.	gal.	.31	- .34
80 p.c.	gal.	.47	- .50
Toluene, pure	gal.	.38	- .34
Xylene, 10 deg. dist. range	gal.	.35	- .41
5 deg. dist. range	gal.	.40	- .46
Nitration, 2 deg. range	gal.	.45	- .51

## Intermediates

Acid 1, 2, 4	lb.	1.00	- 1.05
Acid, Anthranilic	lb.	1.40	- 1.50
Technical	lb.	1.20	- 1.30
Acid Benzoic, tech.	lb.	.50	- .60
Acid Broenner's	lb.	1.55	- 1.70
Acid Chloroacetic, tech.	lb.	.40	- .45
Acid Cleves	lb.	1.30	- 1.36
Acid Gamma	lb.	2.25	- 2.70
Acid H	lb.	1.10	- 1.15
Acid Laurent's	lb.	.75	- .80
Acid Metanilic	lb.	1.60	- 1.70

Acid Monosulfonic F (delta)	lb.	2.75	- 3.00
Acid Naphthionic, Crude	lb.	.70	- .75
Refined	lb.	.90	- 1.00
Acid Neville & Winther's	lb.	1.40	- 1.50
Acid Phthalic	lb.	.35	- .40
Anhydride	lb.	.40	- .50
Acid Picramic	lb.	.75	- .85
Acid Picric	lb.	.30	- .45
Acid Salicylic, tech.	lb.	.18	- .20
Acid Sulfanilic, tech.	lb.	.37	- .30
Acid Tobias	lb.	—	- 2.00
Acetanilide, tech.	lb.	.27	- .29
p-Aminoacetanilide	lb.	1.25	- 1.50
Aminozobenzene	lb.	—	- 1.15
p-Aminophenol	lb.	1.40	- 1.65
Hydrochloride	lb.	1.75	- 2.05
o-Aminophenol	lb.	3.00	- 3.25
Aniline Oil, (drums extra)	lb.	.17 1/2	- .20
Aniline Salt	lb.	.24	- .26
p-Anisidine	lb.	3.00	- 3.10
Technical	lb.	1.65	- 1.75
Anthraquinone Subl.	lb.	1.75	- 1.85
25 p.c. paste	lb.	.90	- .95
Bayer's Salt	lb.	1.00	- 1.10
Benzaldehyde, Tech.	lb.	—	- .50
Benzidine Base	lb.	1.00	- 1.05
Sulfate	lb.	.75	- .80
Benzoyl chloride	lb.	1.25	- 1.35
Benzylchloride, redistilled	lb.	.30	- .35
Tech.	lb.	.20	- .25
Bromobenzene	lb.	.40	- .42
Chlorobenzene	lb.	.14	- .16
Chlorhydrin	lb.	—	- 2.50
Diaminophenol	lb.	5.50	- 6.00
Dianisidine	lb.	4.95	- 5.00
o-Dichlorobenzene	lb.	.15	- .20
p-Dichlorobenzene	lb.	.15	- .25
Dichlorobenzene, mixed	lb.	.06	- .07 1/2
Dimethylaniline, drums ext.	lb.	.45	- .50
Dimethylsulfate	lb.	.90	- 1.00
Dinitrophenol	lb.	.45	- .50
Dinitrobenzene	lb.	.25	- .27
Dinitrochlorobenzene	lb.	.28	- .30
Dinitronaphthalene	lb.	.33	- .35

Dinitrotoluene	lb.	.25	- .37
Diphenylamine	lb.	.65	- .71
Ethyl Bromide	lb.	.45	- .47
Ethyl Chloride	lb.	.55	- .60
"G" Salt	lb.	.70	- .80
Hydrazobenzene	lb.	1.35	- 1.50
Methyl Chloride	lb.	—	- .60
Michler's Ketone	lb.	4.00	- 4.25
Monochlorobenzene	lb.	.14	- .16
Monoethylaniline	lb.	1.10	- 1.25
a-Naphthol, crude	lb.	1.15	- 1.25
Refined	lb.	1.45	- 1.60
b-Naphthol, distilled	lb.	.32	- .40
a-Naphthylamine	lb.	.35	- .37
b-Naphthylamine, tech.	lb.	1.40	- 1.58
Sublimed	lb.	2.25	- 2.50
m-Nitroaniline	lb.	.95	- 1.00
p-Nitroaniline	lb.	.79	- .82
p-Nitroacetanilide	lb.	.65	- .67
Nitrobenzene	lb.	.12	- .14
o-Nitrochlorobenzene	lb.	.35	- .40
p-Nitrochlorobenzene	lb.	.30	- .35
Nitronaphthalene	lb.	.30	- .35
p-Nitrophenol	lb.	.75	- .80
o-Nitrophenol	lb.	.75	- .80
m-Nitro-p-toluidine	lb.	2.90	- 3.00
p-Nitro-o-toluidine	lb.	3.65	- 4.00
p-Nitrosodimethylaniline	lb.	—	- .40
Nitrotoluene-s, Mixed	lb.	.15	- .17
o-Nitrotoluene	lb.	.18	- .20
p-Nitrotoluene	lb.	.80	- .85
p-Oxy-benzaldehyde	lb.	1.50	- 2.00
p-Phenetidin	lb.	1.35	- 1.98
p-Phenylenediamine	lb.	1.70	- 1.75
m-Phenylenediamine	lb.	1.15	- 1.30
Phenyl-a-Naphthylamine	lb.	2.35	- 2.50
Phosgene	lb.	—	- .75
Phthalic Anhydride	lb.	.40	- .50
"R" Salt	lb.	.60	- .65
Resorcinol Technical	lb.	1.50	- 1.55
Sodium o-Chloro-p-toluene sul-	lb.	.25	- .38
fonate	lb.	1.40	- 1.46
Metanilate	lb.	.70	- .75
Naphthionate	lb.	.75	- .80
Picramate	lb.	.08	- .10
p-toluene sulfonate	lb.	.08	- .10

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## Coal-Tar Dyes

Chaeffer's Salt .....	lb.	.70	—	.75
Thiocarbamide .....	lb.	.40	—	.45
o-Toluene Sulfonamide .....	lb.	2.75	—	3.30
p-Toluene Sulfonamide .....	lb.	.60	—	.65
p-Toluene Sulfonchloride .....	lb.	.15	—	.25
Tolidine .....	lb.	1.30	—	1.36
Sulfate .....	lb.	1.00	—	1.10
Toluidine, Mixed .....	lb.	.45	—	.50
o-Toluidine .....	lb.	.25	—	.27
p-Toluidine .....	lb.	1.25	—	1.28
m-Toluylenediamine .....	lb.	1.10	—	1.20
Triphenyl Phosphate .....	lb.	.75	—	.80
Urdine .....	lb.	.45	—	.50

## Coal-Tar Dyes

## ACID COLORS:

Black .....	lb.	.80	—	1.10
Blue .....	lb.	1.00	—	3.60
Brown .....	lb.	.80	—	1.50
Fuchsin .....	lb.	1.50	—	2.50
Green .....	lb.	2.00	—	4.00
Orange II .....	lb.	.50	—	.65
Orange III .....	lb.	.80	—	.90
Red .....	lb.	.85	—	3.50
Scarlet .....	lb.	.88	—	1.25
Violet .....	lb.	1.60	—	6.50
Azo Yellow .....	lb.	—	—	2.90
Azo Yellow, green shade .....	lb.	3.50	—	4.50
Brilliant Delphine B.S. ....	lb.	3.50	—	4.50
Erythrosin .....	lb.	7.50	—	8.00
Fast Light Yellow, 2-G. ....	lb.	4.00	—	4.25
Fast Red, 6B extra, con't. ....	lb.	1.15	—	1.20
Indigotin, conc. ....	lb.	2.50	—	3.00
Indigotin, paste .....	lb.	1.50	—	1.60
Naphthol Green .....	lb.	1.50	—	1.60
Naphthylamine Red .....	lb.	6.75	—	7.25
Orange, R. G. ....	lb.	.60	—	1.00
Patent Blue, Swiss Type. ....	lb.	4.00	—	6.00
Ponceau .....	lb.	1.00	—	1.15
Scarlet 2R .....	lb.	.65	—	.75
Tartarazin, Dom. ....	lb.	1.20	—	1.30
Uranine .....	lb.	8.00	—	10.00
Wool Green S. ....	lb.	2.00	—	5.00

## DIRECT COLORS:

Black .....	lb.	.60	—	.75
Sky Blue, conc. ....	lb.	1.50	—	3.00
Sky Blue, 4BX .....	lb.	—	—	3.00
Blue 2B .....	lb.	.60	—	.80
Brown R .....	lb.	.85	—	1.00
Brown G .....	lb.	1.25	—	1.70
Bordeaux .....	lb.	1.75	—	2.50
Fast Black .....	lb.	—	—	7.50
Fast Pink .....	lb.	3.50	—	4.00
Fast Red .....	lb.	2.55	—	2.50
Fast Yellow .....	lb.	1.50	—	1.25
Yellow .....	lb.	2.00	—	3.50
Violet con't .....	lb.	1.10	—	2.00
Benzopurpurin, 10 B. ....	lb.	2.00	—	2.50
Benzopurpurin, 4 B. ....	lb.	1.25	—	1.40
Chrysophenin, Dom. ....	lb.	2.00	—	2.50
Congo Red 4B Type. ....	lb.	.90	—	1.10
Diamine Sky Blue F. F. ....	lb.	2.50	—	4.00
Geranin .....	lb.	8.75	—	9.25
Uxamine Violet .....	lb.	7.00	—	8.00

## OIL COLORS:

Black .....	lb.	.70	—	1.00
Blue .....	lb.	1.35	—	2.00
Orange .....	lb.	.95	—	1.00
Red III .....	lb.	1.65	—	2.00
Scarlet .....	lb.	1.00	—	1.75
Yellow .....	lb.	1.25	—	1.50
Nigrosine, Oil Sol. ....	lb.	.90	—	.95

## SULFUR COLORS:

Black .....	lb.	.20	—	.25
Blue .....	lb.	.60	—	1.00
Brown .....	lb.	.35	—	.60
Green .....	lb.	1.00	—	1.75
Yellow .....	lb.	.75	—	1.00

## CHROME COLORS:

Alizarin Blue, bright. ....	lb.	5.00	—	5.50
Alizarin, medium .....	lb.	4.50	—	5.00
Alizarin Brown, conc. ....	lb.	—	—	2.50
Alizarin Cyanine .....	lb.	10.00	—	12.00
Alizarin Orange .....	lb.	1.55	—	1.90

Alizarin Red, 20 p.c. Paste. lb.	.60	—	1.00
Alizarin Yellow G.....lb.	.85	—	1.00
Alizarin Yellow R.....lb.	1.25	—	1.35
Chrome Black, Dom. ....lb.	.65	—	1.00
Chrome Blue .....lb.	.75	—	2.00
Chrome Brown .....lb.	.80	—	1.00
Chrome Green, Dom.....lb.	1.40	—	3.00
Chrome Red .....lb.	1.75	—	2.00
Chrome Yellow .....lb.	.65	—	1.00
Gallocyanin .....lb.	2.30	—	2.60

## BASIC COLORS:

Alkali Blue, conc.....lb.	6.00	—	6.50
Auramine O.....lb.	1.80	—	2.35
Auramine OO.....lb.	3.00	—	3.50
Bismarck Brown R.....lb.	.70	—	.90
Bismarck Brown G.....lb.	1.00	—	1.25
Brilliant Green Crystals.....lb.	3.50	—	4.00
Chrysoidin R.....lb.	.75	—	.90
Chrysoidin Y.....lb.	.75	—	.85
Crystal Violet.....lb.	5.00	—	6.00
Emerald Green, Crystals.....lb.	8.00	—	8.50
Indigo 20 p.c. paste.....lb.	.45	—	.50
Fuchsin Crystals, Dom.....lb.	3.00	—	3.40
Fuchsin Base.....lb.	3.00	—	3.50
Malachite Green, Crystals.....lb.	2.25	—	2.50
Malachite Green, Powd.....lb.	2.00	—	2.25
Methylene Blue, tech.....lb.	1.50	—	2.00
Methyl Violet, 3B.....lb.	1.75	—	2.00
Methyl Violet, 6B.....lb.	2.85	—	5.00
Nigrosine, apts. sol.....lb.	—	—	.70
Nigrosine, water sol., blue lb.	—	—	.60
Phosphine G., Domestic.....lb.	2.50	—	3.50
Rhodamine B. ex. con't.....lb.	8.50	—	10.00
Safranine.....lb.	2.75	—	3.25
Victoria Blue B.....lb.	2.75	—	3.75
Victoria Blue, base, Dom.....lb.	5.40	—	6.60
Victoria Blue, crys.....lb.	5.00	—	5.50
Victoria Green.....lb.	2.50	—	3.00
Victoria Red.....lb.	7.00	—	8.00
Victoria Yellow.....lb.	7.00	—	8.00
Violamine R & B.....lb.	4.00	—	5.00

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## Dyestuffs

## Natural Dyestuffs

Annatto, fine .....	lb.	.31	—	.32
Seed .....	lb.	.04	—	.05
Carmine No. 40.....	lb.	5.00	—	5.25
Cochineal .....	lb.	.45	—	.50
Gambler, see tanning.				
Indigo, Bengal .....	lb.	—	—	2.25
Oudes .....	lb.	1.90	—	2.00
Guatemala .....	lb.	1.75	—	1.85
Kurpahs .....	lb.	1.50	—	1.60
Madras .....	lb.	.85	—	.95
Madder, Dutch .....	lb.	.25	—	.37
Nutgalls, blue Aleppo.....	lb.	14	—	15
Chinese .....	lb.	.16	—	.17
Quercitron Bark, see tanning.				
Turmeric, Madras .....	lb.	.06½	—	.07½
Aleppy .....	lb.	.06¼	—	.07¼

## Dyewoods

Barwood .....	lb.	.05¼	—	.06¼
Camwood, chips .....	lb.	.12	—	.16
Fustic, sticks .....	ton	37.00	—	38.00
Chips .....	lb.	.04	—	.06
Hyperic, chips .....	lb.	.06¼	—	.07
Logwood Sticks .....	ton	30.00	—	40.00
Chips .....	lb.	.03	—	.05
Quercitron Bark, see tanning.				
Red Saunders .....	lb.	.20	—	.21

## Dye Extracts

Note: Range of prices on dye extracts includes quality range for large quantity.				
Archil, Double .....	lb.	.20	—	.33
Triple .....	lb.	.22	—	.34
Concentrated .....	lb.	.24	—	.27

Cutch, Mangrove, see Tanning				
Rangoon, boxes .....	lb.	.15	—	.18
Liquid .....	lb.	.10	—	.11
Tablet .....	lb.	.13	—	.14
Audbear, French .....	lb.	—	—	—
English .....	lb.	.24	—	.26
Concentrated .....	lb.	—	—	—
Flavine .....	lb.	.90	—	1.25
Fustic, Solid .....	lb.	.19	—	.23
Crystals .....	lb.	.25	—	.27
Liquid, 51 deg.....	lb.	.11	—	.15
Gall .....	lb.	.23	—	.25
Hematin Extract 51 deg....	lb.	.11½	—	.13½
Crystals .....	lb.	.20	—	.27
Hyperic, liquid, 51 deg....	lb.	.20	—	.30
Logwood, solid .....	lb.	.15	—	.23
51 deg., Twaddle.....	lb.	.09	—	.13
Orange, Extract 42 deg....	lb.	.06	—	.16
Crystals .....	lb.	—	—	.20
Persian Berries .....	lb.	.40	—	.42
Quercitron, 51 deg.....	lb.	.07¼	—	.08½
Powdered, 100 p.c.....	lb.	.12	—	.16

## Miscellaneous Dyestuffs

Albumen, Eggs, edible.....	lb.	—	—	.60
*Technical .....	lb.	—	—	.45
Blood, imported .....	lb.	—	—	.50
Domestic .....	lb.	.40	—	.42
Prussian blue .....	lb.	.80	—	.85
Soluble .....	lb.	1.00	—	1.25
Spray yolk .....	lb.	.30	—	.35
Turkey Red Oil .....	lb.	.09	—	.11
Yolk Oil .....	lb.	—	—	.35
Zinc Dust, prime heavy....	lb.	.09½	—	.11
100-lb. tins .....	lb.	—	—	.11
520-lb. casks .....	lb.	—	—	.10¼
Carload lots .....	lb.	—	—	.09½

## Dextrins and Starches

British Gum .....	per 100 lbs.	2.95	—	3.23
Dextrin, Corn, white or yellow .....	per 100 lbs.	2.65	—	2.93
Potato white or canary.....	lb.	.09	—	.09½
Sago Flour .....	lb.	.94	—	.94¼
Starch, Powd. bags.....	100 lbs.	2.08	—	2.36
Pearl, bags .....	100 lbs.	1.98	—	2.36
Potato, Domestic .....	lb.	.04¼	—	.05¼
Imported, duty paid.....	lb.	—	—	.06½
Tapioca flour, high grade....	lb.	.04	—	.05
Medium grade .....	lb.	.02¼	—	.03¼
Low grade .....	lb.	.02¼	—	.03

## Tanning Woods

Algarobilla .....	ton	—	—	—
Divi Divi .....	ton	42.00	—	45.00
Hemlock Bark .....	ton	16.00	—	18.00
Mangrove, African, 38 p.c.ton	ton	—	—	35.00
Bark, S. A. ....	ton	—	—	—
Myrobalans, J1 .....	ton	—	—	25.00
J2 .....	ton	—	—	20.00
B1 .....	ton	—	—	24.00
B2 .....	ton	—	—	19.00
R2 .....	ton	—	—	17.00
Oak Bark .....	ton	20.00	—	23.00
Ground .....	ton	—	—	25.00
Quercitron Bark rough.....	ton	—	—	10.00
Ground .....	ton	20.00	—	28.00
Sumac, Sicily, 28 p.c. ton....	ton	63.00	—	64.00
Virginia, 25 p.c. tan.....	ton	60.00	—	65.00
Valonia Cups 28-33 p.c.ton	ton	31.00	—	35.00
Beard, 40 p.c.....	ton	—	—	43.00
Wattle Bark .....	ton	—	—	40.00

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## Fixed Oils

## Tanning Extracts

Chestnut, clarified, 25 p.c. tan, tanks, f.o.b. wks.....lb.	.02	—	.02½
Powdered, 60 p.c.....lb.	.05½	—	.06
Decolorized.....lb.	.09	—	.09½
Gambler, 25 p.c. tan liq.....lb.	.07½	—	.08½
Common.....lb.	.05½	—	.06
Cubes, Singapore.....lb.	.08	—	.08½
Hemlock, 25 p.c. tan works.....lb.	.04½	—	.04¾
Larch, 25 p.c. tan.....lb.	.04½	—	.04¾
Crystals, 50 p.c. tan.....lb.	.08	—	.08½
Mangrove, 55 p.c. tan.....lb.	.04½	—	.05
Myrobalans, liq., 25 p.c.tan.....lb.	.05½	—	.05¾
Solid, 50 p.c. tan.....lb.	.09	—	.09½
Oak Bark, liquid, 23-25 p.c.tan.....lb.	.05	—	.05½
Tanks.....lb.	.04½	—	.04¾
Quebracho, liquid, 35 p.c. fks.....lb.	.03½	—	.03¾
Barrels.....lb.	.04	—	.04½
35 p.c. tan, bleaching.....lb.	.04½	—	.05
Solid, 65 p.c. tan ordinary.....lb.	.04½	—	.04¾
Clarified.....lb.	.05	—	.05½
Spruce, liquid, 35 p.c. tan, works, tanks.....lb.	.01½	—	.01¾
Powd., 50 p.c. tan.....lb.	.02	—	.02½
Sumac, liiquid.....lb.	.07½	—	.09

## Animal and Fish Oils

(Carloads)			
Cod Newfoundland.....gal.	.42	—	.44
Tanks.....lb.	—	—	.40
Domestic, prime.....gal.	—	—	—
Degras American.....lb.	.03½	—	.04
English.....lb.	.03½	—	.04½
Neutral.....lb.	.09	—	.13

Herring.....gal.	—	—	.25
Horse.....lb.	.05½	—	.05¾
Lard prime.....lb.	—	1.00	—
Off prime.....gal.	—	.72	—
No. 1.....gal.	—	.60	—
Extra, No. 1.....gal.	—	.66	—
No. 2.....gal.	—	.55	—
Menhaden, Light strained.....gal.	.40	—	.43
Yellow, bleached.....gal.	.42	—	.44
Extra, bleached, winter.....gal.	.44	—	.46
Blown.....gal.	—	.52	—
Crude, f.o.b. works, bbls.....gal.	.34	—	.35
Tanks, wks.....gal.	.30	—	.32
Neatsfoot, 20 deg.....gal.	—	1.00	—
30 deg., cold test.....gal.	—	.95	—
40 deg., cold test.....gal.	—	.90	—
Pure.....gal.	—	.80	—
Oleo Oil, No. 1.....lb.	—	.14	—
No. 2.....lb.	—	.13½	—
No. 3.....lb.	—	—	—
Red Distilled.....lb.	—	.07½	—
Saponified.....lb.	—	.07¾	—
Sod.....gal.	.44	—	.46
Sperm bleached winter.....gal.	—	1.70	—
38 deg., cold test.....gal.	—	1.65	—
45 deg., cold test.....gal.	—	.08½	.08¾
Stearic Acid, single pressed.....lb.	.09½	—	.10
Double pressed.....lb.	.10	—	.11
Triple pressed.....lb.	—	.75	—
Tallow acidless.....gal.	—	.60	—
Whale, natural winter.....gal.	.65	—	.67
Bleached, winter.....gal.	.04½	—	.04¾
Crude, No. 1 tanks, Coast.....lb.	.03½	—	.04½
No. 2.....lb.	—	—	—

## Greases, Lards, Tallows

(New York Markets)			
Grease, white.....lb.	.06½	—	.06¾
Yellow.....lb.	.04	—	.05
Brown.....lb.	.03½	—	.04
House.....lb.	.04½	—	.04¾
Bone Naphtha.....lb.	.03½	—	.04

Lard City, Steam.....lb.	—	—	.10¾
Compound.....lb.	.12½	—	.12¾
Stearine, lard.....lb.	—	—	.14½
Oleo.....lb.	—	—	.11
Tallow, edible.....lb.	—	—	.08
City, Special, loose.....lb.	—	—	.06¾

## (Chicago Markets)

Tallow, edible.....lb.	.08½	—	.08¾
City Fancy.....lb.	.07½	—	.07¾
Prime Packers.....lb.	.07½	—	.07¾
Grease, Choice White.....lb.	.07	—	.07¾
"B" White.....lb.	.05½	—	.06
Cello.....lb.	.04½	—	.04¾
Brown.....lb.	.04	—	.04½
Bone.....lb.	.03½	—	.03¾
House.....lb.	.04½	—	.04¾
Stearine, prime Oleo.....lb.	.10½	—	.11
Lard.....lb.	.09½	—	.10¾

## Vegetable Oils

Castor, No. 1 bbls.....lb.	.11	—	.11½
Cases.....lb.	—	—	.12
No. 3.....lb.	.09½	—	.09¾
China Wood Oil, bbls.....lb.	.12½	—	.12¾
Coast, bbls.....lb.	.11	—	.11½
Orient to N. Y., bbls.....lb.	.11½	—	.11¾
Coconut Dom., Ceylon, bbls.....lb.	.10	—	.10½
*Tanks, Spot.....lb.	.09	—	.09½
Cochin, bbls., Dom.....lb.	.11	—	.11½
*Tanks.....lb.	.10	—	.10½
Manila, tanks, coast.....lb.	.08½	—	.08¾
Edible.....lb.	.12	—	.12½
Copra, Pacific Coast.....lb.	.04½	—	.04¾
Corn, refined, bbls.....lb.	.10½	—	.11
Crude Tanks Shipping pt.....lb.	.07¾	—	.08
Barrels.....lb.	.08½	—	.08¾
Crude, bbls., N. Y.....lb.	.08½	—	.09½
*Cottonseed, Crude, f.o.b. mills in buyers' tanks.....lb.	.08	—	.08½
Prime Summer, Yel. bbls.....lb.	.09½	—	.10
*White.....lb.	—	—	—
Winter yellow.....lb.	.11½	—	.11¾
*Nominal	—	—	—

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10 barrel lots.....gal.	—	—	.76
Boiled, 5-bbl. lots.....gal.	—	—	.78
Double boiled.....gal.	—	—	.79
Raw tanks.....gal.	—	—	.66
English, Shipments, bbls.gal.	.64	—	.65
Olive, denatured.....gal.	1.10	—	1.15
Edible.....gal.	1.75	—	2.00
Foots.....lb.	.074	—	.08½
Shipment.....lb.	.08	—	.084
*Palm Lags, casks.....lb.	—	—	.074
*Benin.....lb.	—	—	—
Niger.....lb.	.06	—	.06½
Palm Kernel, domestic.....lb.	—	—	—
Imported.....lb.	.094	—	.10
Peanut Oil, refined.....lb.	.11½	—	.12
Crude, f.o.b. mills tanks.....lb.	.08	—	.084
*Oriental, coast, tanks.....lb.	—	—	.08
*Crude, Bbls., spot.....lb.	—	—	.09½
Perilla, coast tanks.....lb.	.074	—	.07½
Bbls., N. Y.....lb.	.094	—	.10
Poppy Seed.....gal.	3.00	—	3.25
Rapeseed, ref'd bbls.....gal.	.88	—	.90
Tanks Coast.....lb.	—	—	—
Blown, bbls., 8 lbs.....gal.	.92½	—	1.00
*Sesame, domestic, edible.....gal.	—	—	1.50
*Imported.....lb.	—	—	—
Soya Bean, tanks Coast, Oct.....lb.	.06½	—	.07
New York, bbls., crude.....lb.	.084	—	.09
Edible.....lb.	.104	—	.10½
Walnut, Crude.....lb.	.11	—	.12

## OIL CAKE AND MEAL

*Cottonseed Cake, f.o.b. Texas..	—	—	—
f.o.b. New Orleans.....	—	—	—
Cottonseed, Meal, f.o.b. Atlanta	—	—	37.00
Columbia.....	—	—	—
New Orleans.....	—	—	—
*Corn Cake.....short ton	—	—	—
Meal Chicago.....short ton	—	—	30.00
Linseed cake, dom.....short ton	—	—	45.00
Linseed Meal.....short ton	46.00	—	47.50
*Nominal	—	—	—

## Naval Stores

(Carloads ex-dock)

Spirits Turpentine, 1n bbls.gal.	—	—	.75
Wood Turpentine, steam dis-	—	—	—
tilled, bbls.....gal.	—	—	—
Destructive distilled, bbls.gal.	—	—	—
Pitch, Prime.....bbl.	6.75	—	7.00
Rosins, B.....	—	—	5.55
D.....	—	—	5.65
E.....	—	—	5.75
F.....	—	—	5.95
G.....	—	—	6.00
H.....	—	—	6.10
I.....	—	—	6.25
K.....	—	—	6.35
M.....	—	—	6.50
N.....	—	—	6.70
WG.....	—	—	6.90
WW.....	—	—	7.40
Rosin Oil, first run.....gal.	—	—	.35
Second run.....gal.	—	—	.37
Tar, kiln-burnt.....bbls.	—	—	11.00
Retort.....bbl.	—	—	11.00

## Fertilizer Materials

Ammonium Sulfate, Bulk &	—	—	—
dbl bags.....100 lbs.	2.15	—	2.50
Blood, dried, f.o.b. N.Y.....unit	—	—	3.00
Bone, 3 and 50, ground, raw.....ton	30.00	—	33.00
Cyanamide wks.....unit	—	—	4.50
Fish Scrap, dom., dried, f.o.b.	—	—	—
works.....unit	2.90	—	.10
Nitrate Soda.....100 lbs.	—	—	2.20
Tankage, high-grade, f.o.b.	—	—	—
Chicago.....unit	2.50	—	.10

Phosphate Rock—	—	—	—
Florida pebble, 68 p.c.....ton	5.00	—	6.00
Tennessee, 78-80 p.c.....ton	—	—	4.00
Potassium muriate, 80 p.c.....unit	—	—	.30
Shipment.....unit	—	—	—
Sulfate.....unit	1.20	—	1.35

## Metals

Aluminum 98-99% Virgin.....cwt.	18.00	—	19.00
98-99% Remelted.....cwt.	—	—	—
Antimony, Jap. & Chinese.....cwt.	4.45	—	4.55
Bismuth, (See Fine Chemical Prices)	—	—	—
Cadmium.....lb.	1.40	—	1.50
Cobalt.....lb.	3.00	—	3.25
Copper Prime Lake.....cwt.	12.25	—	12.37½
Electrolytic.....cwt.	—	—	12.37½
Casting.....cwt.	—	—	11.75
Graphite, crude, Amorphous.....ton	15.00	—	42.50
Flake.....lb.	.03	—	.07
Iridium.....oz.	—	—	160.00
Lead Amer. S. & R. Co.....cwt.	—	—	—
Open Mkt. Price.....cwt.	4.70	—	4.80
Magnesium, 99 p.c.....lb.	—	—	1.65
Manganese ore.....unit	25	—	35
Mercury.....flask 37.00	—	—	40.00
Nickel Ingot.....cwt.	—	—	41.00
Shot.....cwt.	—	—	43.00
Electrolytic.....cwt.	—	—	45.00
Palladium.....oz.	51.00	—	65.00
Platinum, pure.....oz.	—	—	78.00
Silver.....oz.	—	—	99½
Foreign.....oz.	—	—	68½
Tin Straits.....cwt.	—	—	27.00
Banca.....cwt.	—	—	—
American, pure.....cwt.	—	—	—
99 p.c. pure.....cwt.	26.00	—	27.00
Tungsten, ore per short ton unit	—	—	—
Wolframite, Chinese.....	—	—	3.00
Bolivian.....	—	—	3.75
Scheelite, Amer.....	—	—	3.75
Japanese.....	—	—	—
Zinc (Spelter) Shipment.....cwt.	—	—	—
Spot.....cwt.	—	—	4.60

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MISCELLANEOUS				BALSAMS	
Agar Agar, No. 1.....lb.	— .45	Hops, N. Y., prime.....lb.	.22 — .25	Copaiba, Para.....lb.	.25 — .27
No. 2.....lb.	— .53	Pacific Coast, prime.....lb.	.22 — .25	South American.....lb.	.31 — .32
No. 3.....lb.	— .42	Isinglass, American (see Agar Agar)		Fir, Canada.....gal.	12.00 — 13.00
Agaric, white.....lb.	— 1.35	Russian.....lb.	— 10.00	Oregon.....gal.	1.40 — 1.56
Almonds, bitter.....lb.	.24 — .26	Kamala.....lb.	— 3.75	Peru.....lb.	1.40 — 1.45
Sweet.....lb.	— .35	Kola Nuts, West Indies.....lb.	.06 — .07	Tolu.....lb.	.30 — .35
Meal.....lb.	— .35	Leeches.....C.	— 15.00		
Ambergris, black.....oz.	— 8.00	Lime Juice, clarified.....gal.	.60 — .75		
Grey.....oz.	— 25.00	Lupulin.....lb.	— 1.25		
Areca Nuts.....lb.	.08 — .09	Lycopodium.....lb.	2.25 — 2.35		
Powdered.....lb.	.13 — .14	Manna, large flake.....lb.	.73 — .75		
Balm of Gilead Buds.....lb.	.70 — .75	Small flake.....lb.	— .30		
Burgundy Pitch, Dom.....lb.	— .05	Moss, Iceland.....lb.	— .09		
Cantharides, Chinese.....lb.	— .75	Irish, Bleached.....lb.	.08 — .10		
Powdered.....lb.	— .80	Musk, pods., Cabardine.....oz.	16.00 — 17.00		
Russian, whole.....lb.	— 2.25	Tonquin.....oz.	18.00 — 20.00		
Powdered.....lb.	2.35 — 2.45	Grain, Cab.....oz.	25.00 — 27.00		
Cascara Amarga.....lb.	— .80	Tonquin.....oz.	33.00 — 35.00		
Castoreum.....lb.	— 4.00	Synthetic, See Aromatic Chemicals			
Charcoal Willow, powdered.....lb.	.06 — .06½	Nutgalls, Chinese.....lb.	.16 — .17		
Wood, powdered.....lb.	.04 — .04½	Aleppy.....lb.	.13 — .14		
Civet.....oz.	2.75 — 2.90	Nux Vomica, whole.....lb.	.10 — .11		
Cochineal, U.S.P.....lb.	.45 — .55	Powdered.....lb.	.16 — .17		
Colocynth, Apples.....lb.	.30 — .35	Quassia Chips.....lb.	— .09		
Pulp, U.S.P.....lb.	.30 — .35	Sandalwood, Chips.....lb.	— .35		
Spanish Apples.....lb.	.35 — .38	Ground.....lb.	— .40		
Cuttlefish Bone, Trieste.....lb.	.18 — .20	Scammony, resin.....lb.	— 1.25		
Jewelers, large.....lb.	.75 — .80	Spermacti, blocks.....lb.	.28 — .30		
Small.....lb.	.75 — .80	Storax, liquid, tech.....lb.	— 1.25		
French.....lb.	.18 — .20	Gen., U.S.P.....lb.	— 1.60		
Dragon's Blood, Mass.....lb.	.30 — .33	Tamarinds, bbls.....lb.	.03½ — .04		
Reeds.....lb.	.70 — .72	Kegs.....per keg	— 3.00		
Ergot, Russian.....lb.	— .17	Tar, Barbadoes.....gal.	1.75 — 2.00		
Spanish.....lb.	1.25 — 1.30	Turpentine, Venice, True.....lb.	— .90		
Grains of Paradise.....lb.	.16 — .17	Artificial.....lb.	.10 — .11		
Guarana.....lb.	— .80	Spirits, See Naval Stores			
Honey Calif.....lb.	— .10	*Nominal			

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DRYERS



## Crude Drugs

Orange Peel, bitter.....lb.	.06	—	.07
Sweet.....lb.	.05	—	.06
Prickly Ash, Southern.....lb.	.16	—	.17
Northern.....lb.	.16	—	.17
Pomegranate of Root.....lb.	.17	—	.18
of Fruit.....lb.	.17	—	.18
Sassafras, ordinary.....lb.	.15	—	.16
Select.....lb.	.25	—	.26
Simaruba.....lb.	—	—	.15
Soap whole.....lb.	.07	—	.07½
Cut.....lb.	.10	—	.11
Crushed.....lb.	.09½	—	.10
Wahoo of Root.....lb.	—	—	.55
of Tree.....lb.	.25	—	.28
Willow, Black.....lb.	—	—	.06
White.....lb.	—	—	.15
White Pine Rosed.....lb.	—	—	.06
White Poplar.....lb.	—	—	.04
Wild Cherry—			
Thin Green Rosed.....lb.	.16	—	.18
Thick Rosed.....lb.	.10	—	.12
Thin Natural.....lb.	.09	—	.10
Thick Natural.....lb.	.06	—	.07
Witch Hazel.....lb.	—	—	.08

## BEANS

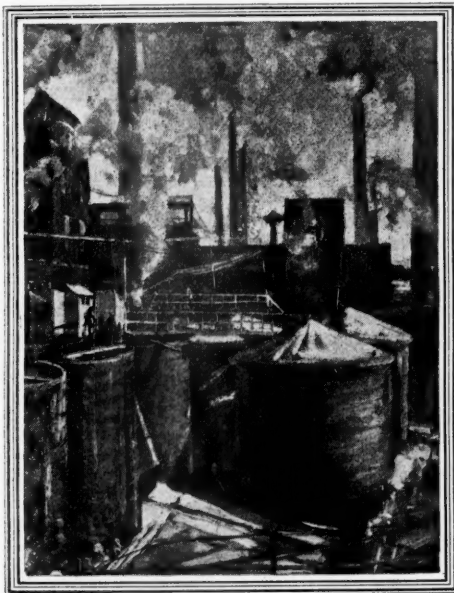
Calabar.....lb.	—	—	.20
Cassia Fistula.....lb.	.07½	—	.08
Castor.....lb.	.03	—	.03½
St. Ignatius.....lb.	—	—	.35
St. John's Bread.....lb.	.06	—	.08
Tonka, Angostura.....lb.	—	—	1.25
Para.....lb.	.90	—	1.00
Surinam.....lb.	.80	—	.90
Vanilla, Mexican, whole.....lb.	4.50	—	4.75
Cuts.....lb.	3.75	—	4.25
Bourbon.....lb.	2.00	—	2.25
South American.....lb.	2.25	—	2.35
Tahiti, Yellow Label.....lb.	1.75	—	1.80
Green Label.....lb.	1.75	—	1.80

BERRIES			
Cubeb, ordinary.....lb.	.90	—	1.00
XX.....lb.	1.00	—	1.10
Powdered.....lb.	.90	—	1.00
Fish.....lb.	.07½	—	.09
Horse, Nettle, dry.....lb.	.35	—	.40
Juniper.....lb.	.03½	—	.04
Laurel.....lb.	—	—	.08
Poke.....lb.	—	—	.18
Prickly Ash.....lb.	.12	—	.13
Raspberries, dried.....lb.	.35	—	.40
Saw Palmetto.....lb.	.13	—	.14
Sloe.....lb.	.14	—	.15

## FLOWERS

Arnica.....lb.	.12	—	.13
Borage.....lb.	.30	—	.32
Calendula Petals, Imp.....lb.	—	—	.65
Chamomile German.....lb.	.20	—	.22
Hungarian.....lb.	.20	—	.22
Roman.....lb.	.20	—	.22
Clover Tops.....lb.	.10	—	.11
Dogwood.....lb.	.15	—	.16
Elder.....lb.	.25	—	.30
Insect, open whole.....lb.	.26	—	.32
Closed whole.....lb.	—	—	—
Powder, Pure.....lb.	.36	—	.40
Flowers and stems, 50 p.c.....lb.	—	—	.25
Koussou.....lb.	—	—	1.25
Lavender.....lb.	.26	—	.26
Linden, with Leaves.....lb.	.12	—	.13
Without Leaves.....lb.	.24	—	.23
Malva, blue.....lb.	—	—	.40
*Black.....lb.	—	—	1.50
Mullein.....lb.	—	—	.75
Orange.....lb.	—	—	.75
Peony, red.....lb.	—	—	.45
Poppy, red.....lb.	—	—	.50
Saffron, American.....lb.	—	—	1.35
Valencia.....lb.	13.00	—	13.25
Violet.....lb.	—	—	.70
Tilia (see Linden)			
Annual			

GUMS			
Aloe, Barbados.....lb.	—	—	.50
Cape.....lb.	.09	—	.10
Curacao, cases.....lb.	.06	—	.06½
Socotrine, whole.....lb.	—	—	.48
Ammoniac, tears.....lb.	—	—	1.60
Arabic, firsts.....lb.	.26	—	.27
Seconds.....lb.	.22	—	.23
Sorts Amber.....lb.	.09½	—	.10
Powdered, U.S.P.....lb.	.19	—	.22
Asafetida, whole, U.S.P.....lb.	.33	—	.35
Powdered.....lb.	.65	—	.70
Benzoin, Slam.....lb.	—	—	1.50
Sumatra.....lb.	.21	—	.22
Camphor, ref., See Fine chem. list			
Catechu.....lb.	.10	—	.12
Chicle.....lb.	.75	—	.80
Damar.....lb.	.17	—	.18
Euphorbium.....lb.	—	—	.35
Powdered.....lb.	—	—	.55
Galbanum.....lb.	1.20	—	1.25
Gambier.....lb.	.05½	—	.06
Gamboge.....lb.	—	—	1.00
Guaiaac.....lb.	.30	—	.37
Karaya, Powdered.....lb.	.18	—	.22
Kino.....lb.	—	—	.50
Mastic.....lb.	.40	—	.46
Myrrh, Select.....lb.	.43	—	.45
Myrrh.....lb.	.40	—	.42
Olibanum, siftings.....lb.	.11	—	.12
Tears.....lb.	.15	—	.20
Opium, See fine chem. list			
Sandarac.....lb.	.31	—	.32
Scammony Resin.....lb.	—	—	1.40
Senegal, picked.....lb.	.16	—	.17
Spruce.....lb.	—	—	1.00
Storax, Tech. cases, See Misc'l. Drugs			
Thus.....lb.	.06	—	.06½
Tragacanth, Aleppo first.....lb.	3.25	—	3.50
No. 2 to No. 6.....lb.	1.00	—	3.00
Powdered.....lb.	1.25	—	1.75
Turkish.....lb.	1.00	—	2.20



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## Crude Drugs

SHELLAC						ROOTS		
D. C. ....lb.	—	.85	Laurel .....lb.	.08 1/4	.04	Aconite, U.S.P. ....lb.	—	.22
Fine Orange ....lb.	—	.65	Life Everlasting ....lb.	—	.06	Aletris (Unicorn true)....lb.	.40	.42
Second Orange ....lb.	—	.62	Liverwort .....lb.	.28	.30	Alkanet .....lb.	.17	.18
T. N. ....lb.	—	.56	Lobelia .....lb.	.16	.17	Althea, cut .....lb.	.10	.12
Regular bleached ....lb.	—	.62	Matico .....lb.	—	.20	Whole .....lb.	.09	.10
Bone Dry .....lb.	—	.65	Marjoram, German ....lb.	—	—	Angelica American ....lb.	—	.19
LEAVES AND HERBS			French .....lb.	.11	.12	Arnica .....lb.	—	.70
Aconite .....lb.	.27	.28	Motherwort Herb ....lb.	—	.14	Arrowroot, American ....lb.	.04	.06 1/2
Balmomy .....lb.	.15	.16	Pennyroyal .....lb.	.08	.12	Bermuda .....lb.	—	—
Belladonna .....lb.	.16	.18	Peppermint, American ....lb.	.14	.20	St. Vincent .....lb.	.04	.05
Boneset, leaves and tops..lb.	.09	.10	Pichi .....lb.	.10	.11	Bamboo Brier .....lb.	—	.07
Buchu, short .....lb.	1.00	1.10	Prince's Pine .....lb.	—	.16	Bearsfoot .....lb.	.06	.07
Long .....lb.	—	—	Plantain .....lb.	—	.15	Belladonna .....lb.	.18	.20
Cannabis, true, imported...lb.	—	—	Pulsatilla .....lb.	—	.60	Berberis, Aquifolium ....lb.	—	.20
American, (no assay)....lb.	—	.20	Queen of the Meadow ....lb.	—	.07	Beth .....lb.	.17	.18
U.S.P. ....lb.	—	.30	Rose, red .....lb.	—	.50	Blood .....lb.	.14	.15
Catnip .....lb.	.10	.15	Rosemary .....lb.	.04 1/4	.05	Blueflag .....lb.	.35	.36
Chestnut .....lb.	—	.06	Rue .....lb.	.25	.30	Bryonia .....lb.	.13	.14
Chiretta .....lb.	—	.22	Sage, Dalmatian ....lb.	.05	.06	Burdock .....lb.	.10	.11
Coca, Huanuco .....lb.	—	—	Greek .....lb.	.04	.05	Calamus, bleached ....lb.	—	.42
Truxillo .....lb.	—	.50	Spanish .....lb.	.04 1/4	.05	Unbleached, natural ....lb.	—	.12
Coltsfoot .....lb.	.08	.09	Savory .....lb.	.10	.12	Cohosh, black .....lb.	.08	.10
Corn Silk .....lb.	.06	.06 1/4	Senna, Alexandria, whole...lb.	.70	.75	Blue .....lb.	.08	.10
Damiana .....lb.	.11	.12	Half Leaf .....lb.	.24	.25	Colchicum .....lb.	.22	.23
Deer Tongue .....lb.	—	.09	Siftings .....lb.	.11	.12	Colombo, whole .....lb.	.02	.05
Digitalis .....lb.	.10	.12	Tinnevely, Jobbing ....lb.	.14	.16	Comfrey .....lb.	.30	.35
Eucalyptus .....lb.	—	.06	Grinding .....lb.	.06	.09	Culver's .....lb.	.35	.36
Euphorbia Pilulifera ....lb.	.11	.12	Pods .....lb.	.08	.10	Cranesbill .....lb.	—	.14
Grindelia Robusta .....lb.	—	.10	Powdered .....lb.	.09	.11	Dandelion, Imported ....lb.	.09	.10
Henbane .....lb.	.18	.20	Skullcap, Western ....lb.	—	.20	Doggrass, U.S.P., cut....lb.	.12	.14
Henna .....lb.	.18	.20	Spearmlnt, American ....lb.	—	.20	Echinacea .....lb.	.35	.36
Horehound .....lb.	.09	.10	Squaw Vine .....lb.	.20	.21	Elecampane .....lb.	.13	.14
Jaborandi .....lb.	.36	.38	Stramonium .....lb.	.17	.18	Galangal .....lb.	.10	.11
			Tansy .....lb.	.16	.22	Gelsemium .....lb.	.14	.15
			Thyme Spanish .....lb.	.06	.06 1/4	Gentian .....lb.	—	.08
			French .....lb.	.10	.10 1/2			
			Uva Ursi .....lb.	.04	.04 1/4			
			Witch Hazel .....lb.	.07	.08			
			Wormwood, imported ....lb.	.15	.16			
			Yerba Santa .....lb.	.12	.13			

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## Seeds and Spices

Ginger, Jamaica .....	lb.	.25	—	.30	Senega .....	lb.	.70	—	.75	Foenugreek .....	lb.	.03	—	.03½
See Spices					Serpentaria .....	lb.	.75	—	.80	Hemp, Manchurian .....	lb.	.03½	—	.04½
Ginseng, Cultivated .....	lb.	1.00	—	3.00	Skunk Cabbage .....	lb.	.20	—	.22	Chilian .....	lb.	—	—	—
Northwestern wild .....	lb.	6.00	—	8.00	Snake, Canada natural .....	lb.	.30	—	.32	Job's Tears, white .....	lb.	—	—	.08
Southern wild .....	lb.	5.00	—	7.00	Stripped .....	lb.	—	—	.50	Larkspur .....	lb.	—	—	.17
Gold Seal .....	lb.	—	—	3.50	Spikenard .....	lb.	.20	—	.21	Lobelia .....	lb.	—	—	.75
Powdered .....	lb.	—	—	4.10	Squill, white .....	lb.	.03	—	.06	Mustard, Bari, Brown .....	lb.	—	—	.10
Hellebore, Black, Imported .....	lb.	—	—	.35	Stillingia .....	lb.	.10½	—	.11	Bombay, Brown .....	lb.	—	—	.06½
White .....	lb.	—	—	.15	Stone .....	lb.	—	—	.10	California, Brown .....	lb.	.04½	—	.04½
Powdered .....	lb.	—	—	.16	Turmeric Madras .....	lb.	.05½	—	.06	Yellow .....	lb.	.06½	—	.07
Helonias (Unicorn false) .....	lb.	.48	—	.50	Aleppy .....	lb.	.05½	—	.06	Chinese, Yellow .....	lb.	.07	—	.08
Ipecac Cartagena .....	lb.	1.35	—	1.40	China .....	lb.	.05½	—	.06	English, Yellow .....	lb.	.05½	—	.06
Powdered .....	lb.	1.65	—	1.75	Unicorn false, See Helonias					Danish, Yellow .....	lb.	.05	—	.05½
Rio whole .....	lb.	1.35	—	1.40	True, See Aletris					Dutch, Yellow .....	lb.	.05	—	.05½
Powdered .....	lb.	1.66	—	1.75	Valerian, Belgian .....	lb.	.10	—	.12	Poppy, Dutch .....	lb.	—	—	.09½
Jalap, whole .....	lb.	.15	—	.22	Yellow Dock .....	lb.	—	—	.15	Turkish .....	lb.	—	—	.08½
Powdered, U.S.P. .....	lb.	.23	—	.25	Yellow Parilla .....	lb.	—	—	.30	Blue Indian .....	lb.	—	—	.06
Kava Kava .....	lb.	—	—	.17	<b>SEEDS</b>									
Lady Slipper .....	lb.	—	—	.80	Anise, Levant .....	lb.	—	—	.21	White Indian .....	lb.	.07	—	.07½
Licorice, *Russian, cut .....	lb.	—	—	—	Star .....	lb.	—	—	.15	Quince .....	lb.	.75	—	.85
Spanish natural bales .....	lb.	.06	—	.07	Spanish .....	lb.	.12½	—	.13	Rape South Amer. ....	lb.	.04½	—	.05½
Selected .....	lb.	.21	—	.22	Morocco .....	lb.	—	—	.05½	Japanese, small .....	lb.	—	—	.08½
Powdered .....	lb.	.12	—	.13	Annatto .....	lb.	.03	—	.03½	Sabadilla .....	lb.	—	—	.09
Lovage .....	lb.	.45	—	.50	Canary, *Spanish .....	lb.	—	—	.03½	Stavesacre .....	lb.	—	—	.30
Manaca .....	lb.	—	—	.20	South American .....	lb.	.06½	—	.07	Stramonium .....	lb.	—	—	.24
Mandrake .....	lb.	.10	—	.11	Caraway, African .....	lb.	.06½	—	.07	Strophanthus, Hispidus .....	lb.	—	—	—
Musk, Russian .....	lb.	.90	—	.95	Dutch .....	lb.	.06½	—	.07	Kombe .....	lb.	—	—	.35
Orris, Florentine bold .....	lb.	.08½	—	.09	Cardamom, bleached .....	lb.	.90	—	1.10	Sunflower, domestic .....	lb.	.04½	—	.05
Verona .....	lb.	.06	—	.06½	Decorticated .....	lb.	.40	—	.42	South American .....	lb.	.04	—	.04½
Powdered .....	lb.	.08	—	.11	Celery .....	lb.	.14½	—	.15	Worm, American .....	lb.	.10	—	.12
Fingers .....	lb.	.75	—	.90	Colecium .....	lb.	.33	—	.35	*Levant .....	lb.	—	—	1.30
Parcira Brava .....	lb.	—	—	.25	Coriander, Bombay .....	lb.	—	—	—	<b>SPICES</b>				
Pellitory .....	lb.	—	—	.06	Morocco, Unbleached .....	lb.	—	—	.07	Cassia Buds .....	lb.	.13	—	.14
Pink true .....	lb.	—	—	.90	Bleached .....	lb.	—	—	.09	China, Selected, mats. ....	lb.	.07	—	.07½
Pleurisy .....	lb.	—	—	.19	Cumin, Levant .....	lb.	—	—	.09	Saigon, assortment .....	lb.	.23	—	.24
Poke .....	lb.	—	—	.09	Morocco .....	lb.	—	—	.06	Cinnamon, Ceylon .....	lb.	.14	—	.20
Rhatany .....	lb.	.10	—	.11	Dill .....	lb.	—	—	.06					
Rhubarb .....	lb.	—	—	.30	Fennel, French .....	lb.	.08	—	.08½					
High Dried .....	lb.	—	—	.32	German .....	lb.	.08½	—	.09					
Powdered .....	lb.	—	—	.32	Flax, whole .....	per bbl.	—	—	11.75					
Sarsaparilla, Honduras .....	lb.	.48	—	.50	Ground .....	lb.	—	—	.06½					
Mexican .....	lb.	—	—	.40	*Nominal									
Scammony Root .....	lb.	—	—	.03½										

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## Essential Oils

Cloves, Zanzibar .....	lb.	.26½	—	.27½
Amboyas .....	lb.	.32	—	.32½
Penang .....	lb.	.45	—	.46
Ginger, African .....	lb.	.07	—	.07½
Jamaica, grinding .....	lb.	.25	—	.28
Fancy Bold .....	lb.	.28	—	.30
Japan .....	lb.	—	—	.08½
Cochin lemon .....	lb.	.08	—	.08½
Mace, Slauw .....	lb.	.31	—	.32
Banda, No. 1 .....	lb.	.34	—	.35
Batavia .....	lb.	.34	—	.26
Nutmegs, 110s .....	lb.	.15	—	.16
75s-80s .....	lb.	.17	—	.18
Penner, Black Sing .....	lb.	.08	—	.08½
White .....	lb.	.14½	—	.15
Peppers, Red, Mombasa .....	lb.	.27	—	.28
Cherries .....	lb.	.16	—	.18
Bombay .....	lb.	.14	—	.14½
Japan .....	lb.	.32	—	.33
Pimento, Select .....	lb.	.04	—	.04½

## WAXES

Bayberry .....	lb.	.19½	—	.21
Bees, white .....	lb.	.35	—	.38
Yellow, clean .....	lb.	.16	—	.18
Crude .....	lb.	.13	—	.15
Candelilla .....	lb.	.25	—	.27
Carnauba, Flor .....	lb.	.55	—	.56
No. 1, North Country .....	lb.	.47	—	.48
No. 2, North Country .....	lb.	—	—	.26
No. 3, Fatty Gray .....	lb.	—	—	.15
No. 2, Chalky .....	lb.	—	—	.15
Ceresin, Yellow .....	lb.	.08	—	.09
White .....	lb.	.08½	—	.10
Japan .....	lb.	.23	—	.25
Montan, crude .....	lb.	—	—	.06
*Beached .....	lb.	—	—	—
Ozokerite, crude, brown .....	lb.	—	—	.35
*Green .....	lb.	—	—	—
*Refined, white .....	lb.	—	—	—
*Domestic .....	lb.	—	—	—
Refined, yellow .....	lb.	—	—	—
Paraffin, ref'd 128-130 deg.m.p. ....	lb.	.06	—	.07
Ref'd, 118-120 deg. ....	lb.	.03½	—	.05
Stearic Acid, See Animal Oils				
*Nominal				

## Essential Oils

Almond, Bitter, U.S.P. ....	lb.	5.00	—	8.00
Bitter, f.f. P.A. ....	lb.	5.00	—	8.00
Artificial, U.S.P., See Aromatic Chem.				
Sweet .....	lb.	.42½	—	.45
Peach Kernel (Apricot) ....	lb.	.28	—	.32
Amber, Crude .....	lb.	1.00	—	1.05
Rectified .....	lb.	1.30	—	1.40
Anise Technical .....	lb.	.45	—	.55
U. S. P. ....	lb.	.60	—	.70
Bay .....	lb.	2.25	—	2.35
Bergamot .....	lb.	5.50	—	5.75
Artificial .....	lb.	—	—	3.00
Birch Tar, Rect. ....	lb.	3.75	—	4.00
Crude .....	lb.	—	—	—
Bois de Rose .....	lb.	3.00	—	4.50
Cade .....	lb.	.75	—	.90
Cajuput, Native .....	lb.	.60	—	.65
U.S.P. ....	lb.	.70	—	.75
Camphor, by-product .....	lb.	.09	—	.10½
Japanese white .....	lb.	.27	—	.28
Cananga, Native .....	lb.	3.25	—	3.50
Rectified .....	lb.	4.25	—	4.50
Caraway, Rectified .....	lb.	1.45	—	1.60
Cassia Technical .....	lb.	.88	—	.95
Lead, Free .....	lb.	1.00	—	1.10
Redistilled, U.S.P. ....	lb.	1.30	—	1.35
Cedar Leaf .....	lb.	.80	—	.85
Cedar Wood, light .....	lb.	.35	—	.38
Cinnamon, Ceylon, heavy .....	lb.	17.50	—	18.50
Leaf .....	lb.	2.00	—	2.25
Citronella, Ceylon .....	lb.	.33	—	.35
Java .....	lb.	.62	—	.65
Cloves, cans .....	lb.	1.95	—	2.00
Bottles .....	lb.	2.00	—	2.10
Copaiba, U.S.P. ....	lb.	.70	—	.75
Coriander, U.S.P. ....	lb.	10.50	—	11.00
Croton .....	lb.	1.10	—	1.20
Cubebs, U.S.P. ....	lb.	6.75	—	7.00
Cumin .....	lb.	5.00	—	5.25
Dill .....	lb.	—	—	4.50
Erigeron .....	lb.	—	—	3.00

Eucalyptus, Australian, U.S.P. ....	lb.	.48	—	.50
Fennel, sweet, U.S.P. ....	lb.	2.25	—	2.50
Geranium, Rose Algerian .....	lb.	4.25	—	4.50
Bourbon (Reunion) .....	lb.	3.50	—	3.75
Turkish .....	lb.	—	—	—
Ginger .....	lb.	6.75	—	7.00
Gingergrass .....	lb.	—	—	3.35
Hemlock .....	lb.	—	—	.75
Juniper Berries, rect. ....	lb.	1.90	—	2.00
Wood .....	lb.	.75	—	.80
Lavender Flowers, U.S.P. ....	lb.	4.25	—	4.75
Spike Spanish .....	lb.	1.05	—	1.20
Lemon, U.S.P. ....	lb.	.75	—	.90
Lemongrass, Native .....	lb.	1.00	—	1.05
Limes, Expressed .....	lb.	3.25	—	3.50
Distilled .....	lb.	.55	—	.65
Linaloe .....	lb.	2.75	—	3.00
Mace, distilled .....	lb.	1.10	—	1.25
Mirbane, ref., see Aromatic Chemicals				
Mustard, natural .....	lb.	—	—	20.00
Artificial .....	lb.	3.40	—	3.50
Neroli, Blgarade .....	oz.	8.00	—	25.00
Petale .....	oz.	10.00	—	30.00
Artificial .....	lb.	14.00	—	15.00
Nutmeg, U.S.P. ....	lb.	1.10	—	1.25
Orange, bitter .....	lb.	2.15	—	2.25
Sweet, West Indian .....	lb.	2.60	—	2.75
Italian .....	lb.	3.00	—	3.25
Origanum, Imitation .....	lb.	.30	—	.35
Patchouli .....	lb.	8.25	—	9.25
Pennyroyal, domestic .....	lb.	—	—	1.75
Imported .....	lb.	1.20	—	1.25
Peppermint Natural, tins. ....	lb.	1.90	—	2.00
Redistilled, U.S.P. ....	lb.	2.25	—	2.40
Japanese .....	lb.	—	—	1.15
Petit Grain, So. America .....	lb.	2.00	—	2.10
French .....	lb.	10.00	—	11.00
Pinus Sylvestris .....	lb.	—	—	2.00
Pumilio .....	lb.	4.50	—	4.75
Rose, French .....	oz.	10.00	—	12.00
Bulgarian .....	oz.	7.50	—	9.25
Artificial .....	oz.	2.50	—	2.75

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Rosemary, U.S.P. ....lb.	.55	— .65
Tech. ....lb.	.45	— .50
Sandalwood, East India ....lb.	6.50	— 6.75
West Indian ....lb.	4.00	— 4.50
Sassafras, natural ....lb.	1.00	— 1.10
Artificial ....lb.	.53	— .55
Savin ....lb.	—	— 4.25
Spearmint ....lb.	3.25	— 3.50
Spruce ....lb.	—	— .75
Tansy, Amer. ....lb.	7.25	— 7.50
Tar, bbis. ....gal.	.30	— .32
Refined, U.S.P., cans. ....gal.	—	— 1.00
Thyme, red, U.S.P. ....lb.	1.10	— 1.15
White, U.S.P. ....lb.	1.15	— 1.25
Vetivert, Bourbon ....lb.	6.00	— 6.50
Wine, heavy ....lb.	—	— 4.00
Wintergreen, sweet blrch. ....lb.	3.00	— 3.25
Genuine Gaultheria ....lb.	5.25	— 5.50
Synthetic, U.S.P., bulk. ....lb.	.32	— .33
Wormseed Baltimore ....lb.	—	— 3.25
Wormwood Dom. ....lb.	13.00	— 14.00
Ylang Ylang, Bourbon ....lb.	12.00	— 15.00
Manila ....lb.	25.00	— 32.00
Artificial ....lb.	—	— 10.00

## Oleoresins

Aspidium (Malefern) ....lb.	4.00	— 4.25
Capsicum ....lb.	3.00	— 3.25
Cubeb ....lb.	7.00	— 7.50
Ginger ....lb.	3.00	— 3.30
Malefern ....lb.	4.00	— 4.25
Mullein (so-called) ....lb.	—	— 6.00
*Oriss, domestic ....lb.	—	— 20.00
Imported ....lb.	—	— 22.00
Pepper, black ....lb.	—	— 6.00
Vanilla ....lb.	8.75	— 10.00

## Perfumers' Sundries

Ambergis, black .....oz.	—	— 8.00
Ambergis, gray .....oz.	—	— 25.00
Chalk, precipitated .....lb.	.02 1/4	— .03 1/4
Civet .....lb.	2.75	— 3.00
Lanolin hydrous .....lb.	.12	— .13
Lanolin anhydrous .....lb.	.16	— .17
Musk Cab., pods. ....oz.	16.00	— 17.00
Musk, Cab., grains. ....oz.	25.00	— 27.00
Musk, Tonquin, grains. ....oz.	33.00	— 35.00
Musk, Tonquin, pods. ....oz.	18.00	— 20.00
Orris Root, Florentine, wholelb.	.09	— .10
Verona .....lb.	.06	— .07
Powdered, Gran. ....lb.	.08	— .12
Rice Starch .....lb.	.15	— .16
Talc, Italian .....ton	45.00	— 46.00
Talc, French .....ton	27.00	— 28.00
Talc, domestic .....ton	18.00	— 20.00

## Aromatic Chemicals

## Natural Derivatives

Anethol .....lb.	—	— 1.75
Borneol .....lb.	—	— 3.50
Citronellol .....lb.	10.00	— 15.00
Citral .....lb.	3.50	— 3.60
Eucalyptol .....lb.	.80	— .85
Eugenol .....lb.	3.25	— 3.50
Geraniol .....lb.	2.00	— 3.50
Iso-Eugenol .....lb.	5.00	— 5.50
Linalool .....lb.	6.50	— 7.00
Menthol .....lb.	4.50	— 4.60
Rhodinol .....lb.	12.00	— 15.00
Safral .....lb.	.67	— .70

## Synthetic Aromatics

Acetophenone, C.P. ....lb.	4.00	— 5.00
Amyl Salicylate .....lb.	1.25	— 1.50
Anisic Aldehyde .....lb.	—	— 6.00
Benzaldehyde, U.S.P. ....lb.	—	— 1.50
Free From Chlorine. ....lb.	—	— 2.00
Benzyl Acetate .....lb.	1.25	— 1.75
Benzyl Alcohol .....lb.	1.25	— 1.75
Benzyl Benzoate .....lb.	1.50	— 1.75
Bromstyrol .....lb.	6.25	— 6.60
Cinnamic Acid .....lb.	3.00	— 3.10
Cinnamic Aldehyde .....lb.	—	— 4.50
Coumarin .....lb.	4.35	— 4.50
Resale .....lb.	4.15	— 4.25
Ethyl Cinnamate .....lb.	—	— 5.50
Geranyl Acetate .....lb.	5.50	— 6.00
Heliotropin .....lb.	—	— 3.00
Indol, C. P. ....oz.	—	— 10.00
Linalyl Acetate .....lb.	9.30	— 11.00
Linalyl Benzoate .....lb.	—	— 17.50
Methyl Anthranilate .....lb.	4.50	— 5.00
Methyl Cinnamate .....lb.	—	— 7.00
Methyl Paracresol .....lb.	5.50	— 10.00
Methyl Salicylate .....lb.	.32	— .33
Mirbane, rect., drums extra. ....lb.	.13 1/4	— .14
Musk Ambrette .....lb.	19.00	— 21.00
Musk Ketone .....lb.	—	— 15.00
Musk Xylene .....lb.	3.25	— 4.00
Nerolin .....lb.	—	— 2.50
Phenylacetaldehyde .....lb.	10.00	— 12.00
Phenylacetic Acid .....lb.	4.00	— 4.50
Phenylethylalcohol .....lb.	8.00	— 12.00
Terpineol, C. P. ....lb.	.45	— .50
Vanillin .....oz.	—	— 5.00
Violet, artificial (Iomone) ....lb.	—	— 8.00
Yara Yara Crystals. ....lb.	—	— 2.50

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**OILS, ESSENTIAL**—4 cs., Polaks Frutal Works, Rotterdam; 4 cs., Roure Bertrand Fils, Havre; 3 cs., C. Genter, Marseilles; 4 cs., Order, Marseilles; 12 cs., Morana Cie, Grasse; 5 cs., Dodge & Olcott Co., Grasse; 1 bbl., Order, Jaffa; 6 cs., Ungerer & Co., London; **Citronella**, 24 drs., Order, Batavia; 3 drs., Order, Batavia; **Sandalwood**, 10 cs., G. Lueders & Co., London; 6 cs., A. Chris, London; **Orange**, 20 cs., Huth, Gillespie & Co., Kingston  
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**OPIUM**—70 cs., Order, Salonica  
**PIASSAVA**—28 bls., F. H. Cone & Co., Liverpool  
**POTASSIUM SALTS**—50 csks., Peters, White & Co., Hamburg; 7 bbls., Order, Hamburg; **Caustic**, 39 drs., Koessler & Hasslach Chemical Co., Hamburg; 100 drs., A. Klipstein & Co., Rotterdam; **Chlorate**, 1,000 csks., American Krueger & Toll Corporation, Helsingfors; **Cyanide**, 5 csks., Order, Hamburg; **Nitrate**, 270 csks., Kuttroff, Pickhardt & Co., Rotterdam; **Pernanganate**, 10 drs., Globe Shipping Co., Hamburg; 59 drs., Order, Hamburg  
**QUININE**—1 cse., R. W. Greeff & Co., Rotterdam; 74 cs., Order, Batavia  
**ROCHELLE SALTS**—50 csks., C. B. Richard & Co., London  
**ROOTS**—14 bgs., S. B. Penick & Co., Marseilles  
**SAL AMMONIAC**—5 csks., Farmers Loan & Trust Co., Liverpool  
**SALT**—189,000 kilos, Corn Exchange National Bank, Hamburg; 1,730 bgs., Superfos Co., Hamburg; 1,400 csks., W. A. Hazard & Co., Liverpool; 4,961 bgs., Order, Bremerhaven; **Glauber**, 184 bbls., Order, Hamburg; **Hartshorn**, 50 csks., Kuttroff, Pickhardt & Co., Rotterdam  
**SEEDS**—130 bgs., C. Armstrong, Marseilles; 89 bgs., American Express Co., Naples; **Caraway**, 200 bgs., Levy & Lewis Co., Rotterdam; 97 bls., Wood & Selick, Rotterdam; 200 bls., Jaburg Bros., Rotterdam; **Cardamom**, 10 cs., Anderson, Hillier & Co., Rotterdam; **Castor**, 9,090 bgs., Bank of New York, Santos; 1,392 bgs., Battery Park National Bank, Buenos Aires; 2,550 bgs., Baker Castor Oil Co., Buenos Aires; 1,074 bgs., Battery Park National Bank, Brazilian Ports; **Clover**, 100 bgs., American Export Co., Hamburg; 50 bgs., 97 csks., Order, Hamburg; 230 bgs., Order, Hamburg; 50 bgs., W. Schall & Co., Rotterdam; **Mustard**, 208 bls., Materne & Hess, Rotterdam; **Poppy**, 100 bgs., J. D. Nordlinger, Rotterdam; 100 bgs., A. Stallman & Co., Rotterdam; 100 bls., Hershokowiz, Rotterdam; 100 bls., Wood & Selick, Rotterdam; 300 bls., V. Bright Co., Rotterdam; 100 bls., A. Stallman & Co., Rotterdam; **Rape**, 250 bgs., Illinois Seed Co., Rotterdam; 150 bls., C. MacCullough Seed Co., Rotterdam  
**SOAP**—2 cs., Lord & Taylor, Liverpool; 1,001 cs., Order, Antwerp; 22 cs., Order, Marseilles; 20 cs., Bernard, Judae & Co., London; 4 csks., Order, London  
**SODIUM SALTS—Bromide**, 60 cs., Order, Hamburg; **Caustic**, 1 cse., J. Dunn Son & Co., Santos; **Chlorate**, 87 cs., Brown Bros. & Co., Antwerp; **Cyanure**, 25 csks., Order, Hamburg; **Fluoride**, 34 bbls., Chemical National Bank, Hamburg; **Nitrate**, 13,011 bgs., W. R. Grace & Co., Iquique; 8,735 bgs., W. R. Grace & Co., Antofagasta; **Prussiate**, 17 csks., Meteor Products Co., Rotterdam; 37 csks., Order, Liverpool; **Sulfide**, 91 drs., H.

J. Baker & Bro., Rotterdam; 90 drs., Order, Antwerp; **Yellow Prussiate**, 64 csks., Order, Liverpool  
**SPICES—Cassia**, 411 pkgs., Order, Padang; **Mace**, 12 bbls., 37 csks., Royal Bank of Canada, Grenada; 1 csk., Catz American Co., Grenada; 4 csks., 56 bbls., Frame & Co., Grenada; **Nutmegs**, 130 bgs., Order, Padang; 28 cs., Catz American Co., Macassar; 55 bgs., Royal Bk. of Canada, Grenada; 36 bgs., Middleton & Co., Grenada; 111 bgs., Catz American Co., Grenada; 50 bgs., Frame & Co., Grenada; 297 cs., Curacao Trading Co., Macassar; 600 cs., Order, Macassar; **Paprika**, 20 cs., United States Forwarding Co., Trieste; **Pepper**, White, 165 bgs., Brown Bros. & Co., Batavia  
**SPONGES**—10 bls., Sponge Corporation, Nassau; 14 bls., A. L. Isaacs & Co., Nassau; 23 bls., Lasker & Bernstein, Nassau; 43 bls., Florida Sponge & Chamois Co., Nassau; 3 cs., Order, London; 26 bls., Greek American Sponge Co., Havana; **Refuse**, 10 bls., Sponge Corp., Nassau; 2 bls., O. L. Isaacs & Co., Nassau; 423 bls., Lasker & Bernstein, Nassau; 2 bls., Florida Sponge & Chamois Co., Nassau  
**TALC**—200 bgs., L. A. Salomon & Bros., Bordeaux; 5 cs., Blanc Walther, Bordeaux; 400 bgs., Hamil & Gillespie, Bordeaux; 500 bgs., Salomon & Co., Bordeaux; 5 cs., Blanc Walther, Bordeaux  
**TAPIOCA**—3,378 bgs., Catz American Co., Batavia; 730 bgs., National City Bank, Sourabaya; 75 bgs., Order, Liverpool; **Flour**, 500 bgs., National Bank of Commerce, Batavia; 2,811 bgs., National Bank of New York, Sourabaya; 822 bgs., Balfour Williamson & Co., Sourabaya; 509 bgs., Order, Sourabaya; 1,080 bgs., National City Bank, Sourabaya; 500 bgs., National Bank of Commerce, Batavia; **Siftings**, 348 bgs., Bank of New York, Batavia  
**TARTAR**—30 bgs., Tartar Chemical Works, Marseilles; 74 bgs., C. Pfizer & Co., Marseilles  
**WAX**—7 seroons, Porcella, Vicini & Co., Monte Cristi; 87 bgs., W. R. Grace & Co., Liverpool; 20 bgs., Spruille Broden, Talcahuano; **Bees**, 6 pkgs., R. Fabion & Co., Jamaican Ports; 8 csks., S. J. Epstein, Valparaiso; 30 pkgs., Guaranty Trust Co., Valparaiso; 71 csks., W. R. Grace & Co., Valparaiso; 59 csks., Mechanics & Metals National Bank, Valparaiso; **Carnauba**, 156 bgs., H. E. Braisted & Co., Buenos Aires; 125 bgs., Strohmeyer & Arpe Co., Brazilian Ports; 1,219 bgs., Lazard Freres, Brazilian Ports; 23 bgs., London & Brazilian Bank, Brazilian Ports; 173 bgs., W. R. Grace & Co., Brazilian Ports; 77 bgs., Order, Brazilian Ports; **Mineral**, 15 bgs., Order, Hamburg  
**WHITING**—2 bgs., Order, Hamburg; 1,006 bgs., Order, Antwerp  
**WINE—Medicinal**, 80 pkgs., Batjer & Co., Liverpool; 301 cs., Porges & Levy, Rotterdam; 50 bbls., S. Asclone, Naples; 500 cs., J. Wile Sons & Co., Havre; 2 drs., Order, London; 14 bbls., M. Caragol & Son, Guantano; 50 bbls., A. Criesgo, Naples  
**WOOD FLOUR**—631 bgs., A. Kramer & Co., Hamburg  
**ZINC—Chloride**, 70 drs., National Park Bank, Rotterdam

Herman C. G. Luyties, 50 years old, founder and president of the Sanitol Chemical Laboratories, died at 8 o'clock Saturday morning at St. Luke's Hospital, St. Louis, following a renal operation Thursday. He had been taken to the hospital about a week earlier, but the operation was not considered necessary until Thursday. Mr. Luyties was born in St. Louis, the son of Dr. Herman Charles George and Louise Rein Luyties, and was connected with the Luyties Homeopathic Pharmacy from boyhood. He founded the Sanitol company in 1898.

The importance of continuing industrial safety work without interruption, even during the present period of retrenchment, and of organizing more effective public safety efforts directed toward the prevention of street and home accidents, was stressed by speakers at the opening sessions of the tenth annual congress of the National Safety Council in Boston.

An enormous new plant is being constructed by the Ammonia and Nitrates, Ltd., the British nitrate firm controlled by Brunner, Mond & Co.

A decree has been issued by the Persian Government requiring the issuance of an import license by the Persian Minister of Public Health in order to bring into that country morphine and its derivatives, cocaine and its derivatives, or compounds, eucain, stovain, novocain, and saccharin with a maximum importation at one time of 100 grams.

In order that pharmaceutical specialties and proprietary products may be imported into Spain, application for registration with the Spanish customs authorities must be accompanied by a certificate, authenticated by the Spanish consul at the point of manufacture, that the manufacture was superintended by a graduate pharmacist.

Reports from Germany state that Hugo Lohmann has succeeded in preparing a carbide of tungsten which is almost as hard as the diamond and which may be made harder by forging.

The Chemische Fabrik Dorfstadt A-G. in Falkenstein is planning a capital increase from 683,000 marks to 4,000,000 marks.



## New Incorporations

Atlantic Carbonite and Chemical Corporation, Chelsea, Mass., capital \$125,000. Frederick E. Hawes, Louis S. Blackstone, Boston, Mass.; Phillip Rogers, Brookline, Mass.

Liberty Cotton Oil Co. of Delaware, Dover, Del., capital \$100,000. Incorporated by the Corporation Service Co., Wilmington, Del.

Kaiser-Radick Corp., Manhattan, capital \$50,000. To make spirits and chemicals. J. D. Kaiser, H. L. Dorn, C. M. Rose; attorney, S. Sperling, 1540 Broadway.

Green Cross Epso Co., Manhattan, capital \$25,000. Chemists and druggists. F. G. Mathison, S. W. Zeimer, B. Welsberg, attorneys, Katz & Sommerich, 120 Broadway.

K. and B. Drug Co., Brooklyn, capital \$20,000. G. and S. Kasner, I. Bender; attorney, J. J. Jacobs, 309 Broadway.

Velsey & Co., Brooklyn, capital \$30,000. Oils and greases. M. V. and R. S. Velsey, F. M. Hill; attorney, E. J. Treacy, 15 Park Row, New York.

Frank C. Oser Drug Co., Manhattan, capital \$50,000. F. C. Oser, S. J. McFarland, Jr., F. Armstrong; attorneys, Ryan, Heffernan & Dunnin, 25 W. 45th st.

Correa, Manhattan, capital \$10,000. To make toilet preparations. J. A. Correa, M. U. Wallach, J. Cooke; attorney, A. B. Nathan, 110 William st.

Branscombe Chemical Co., Manhattan, capital \$12,000. M. T. Branscombe, M. S. Lehman, M. E. Scherer; attorneys, Greenbaum, Wolff & Ernst, 7 Dey st.

Raeder Perfumery Co., Manhattan, capital \$10,000. V. G. Steinfeld, L. Biel, L. Allers; attorney, S. and D. Biel, 27 Cedar st.

R. and B. Wholesale Drug Co., Manhattan, capital \$5,000. M. M. Robinson, K. K. Bassett, H. G. Bell; attorney, B. S. Deutsch, 261 Broadway.

Clean Wash Paint and Varnish Remover Co., Syracuse, N. Y., capital \$10,000. F. P. Malpass, G. W. Fox, E. L. Day; attorneys, Higbee and Malpass, Syracuse.

Thunderbolt Powder Co., Dover, Del., capital \$100,000. Incorporated by the Capital Trust Co. of Delaware.

Columbian Chemical Laboratories, Dover, Del., capital \$25,000. Incorporated by the American Guaranty and Trust Co.

C. M. Black Drug Stores, Brooklyn, capital \$50,000. C. M. Black, F. Jacobus; attorney, W. H. Knemeyer, 41 Court st., Brooklyn.

Factor Drug Corp., Bronx, capital \$20,000. M. Factor, H. Gertner, L. North; attorneys, Cohen, Hass & Schimmel, 302 Broadway, New York.

Pure Line Co., Manhattan, capital \$10,000. Drugs and chemicals. I. Cole, I. F. Kunzman; attorney, S. F. Mead, 158 West 50th st.

W. R. Hollingshead Chemical Co., Dover, Del., capital \$1,000,000. Washing compounds. Incorporated by the U. S. Corporation Co., New York.

Dry Paint Corp., Detroit, Mich., capital \$10,000. To manufacture paints and varnish. George A. Smith, Lowry C. N. Conkey, Andrew B. Couchman, 1529 Glendale st.

Travertine Products Corp., Livingston, Mont., capital \$500,000. To manufacture cement, lime and kindred products. C. T. Sackett and L. R. Nye, Livingston.

Industrial Supply Co., New Haven, Conn., capital \$10,000. To manufacture chemicals and polishing materials. James F. and M. Toole, 144 Townsend st., New Haven.

Mountain City Chemical Co., Fairmont, W. Va., capital \$100,000. To manufacture chemicals and chemical byproducts. R. P. and C. E. Hutchinson, and J. V. Abbott.

Hammond Grease & Oil Co., Hammond, Ind., capital \$15,000. To manufacture greases and lubricating oils. M. M. Dermody, O. B. Loyd and W. H. Breckenridge, Hammond.

**Capital Increases**—Federal Chemical Co., Cincinnati, O., from \$250,000 to \$500,000.

World's Fertilizer Process Co., Sharpsburg, Pa., from \$200,000 to \$500,000.

Acorn Wholesale Druggists, Manhattan, from \$5,000 to \$50,000.

**Dissolutions**—Biston Chemical Co., Buffalo, N. Y.

Anhydrous ammonia may be absorbed to the extent of 45 per cent by dry ammonium thiocyanate. The absorption takes place easily at 0°C. and atmospheric pressure. The resulting solution is a liquid and the delivery of the ammonia, in an anhydrous state, may be regulated by the temperature of the mixture. Experimental studies of the absorption have been recorded in the Journal of the Franklin Institute but so far no practical application has been made of them.

Sinclair, Valentine and Hoops, Ltd., printing and lithographing ink manufacturers, Toronto, have opened a new department for the manufacture of dry colors, with J. A. Ridgway, late of T. E. O'Reilly, Ltd., in charge. The company have also opened a wholesale chemical department and will transact a general chemical business under the direction of Mr. Ridgway.

## Books of Trade Interest

**THE MANAGEMENT OF MEN.** By Edward L. Munson, Colonel, General Staff Chief, Morale Branch, War Plans Division, (Med. Corps.), 8 vo., 801 pages. Henry Holt and Company, New York, 1921.

How does the morale of a group of men, or of individuals, affect their management? The author of this book believes that morale and successful management are inseparably associated. He contends that the first principle to be considered in directing the activities of a group is to take into consideration the mental attitude of each individual. During the recent war this work of bolstering the morale of the army was conducted on a large scale. The author was in the midst of it and is consequently well equipped to explain the methods employed. The army is taken as a basis for experiment, and it is believed that the industrial world offers a still larger field. The same principles which were applied to the army can successfully be applied to everyday business, according to the author.

**FINANCING A BUSINESS.** By Joseph M. Regan, 8 vo., 362 pages. La Salle Extension University, Chicago.

Readableness and simplicity are the outstanding features of this very excellent manual of the financial problems of business administration.

Particular emphasis is placed on the desirability of profitable borrowing and there is a wealth of valuable material on the intelligent analysis of financial statements together with some practical suggestions that will be valuable even to the experienced corporation executive in the proper relationship that ought to exist between such vital factors as expense and surplus, profit and reserve.

**THE MEANING OF SOCIALISM.** By J. Bruce Glasier, Chairman of the Independent Labor Party of England. 8 vo., 249 pages. Thomas Seltzer, New York, 1920.

Another of the ideally inspired books on socialism, that, while it may or may not be an intelligent discourse on its subject, is really hardly worth the reading. The author admits in his preface that he writes from one point of view only. That alone would destroy any worth the book might have, as it could only result in giving one a prejudiced view. The title leads one to believe that some explanation of socialism is to be volunteered, but after reading the book, little remains, other than a tangled mass of dreams mixed with glowing phrases and vague promises.

## NEW RULING IN PATENT LITIGATION

In *Nye Tool and Machine Works vs. Crown Tool and Die Company*, the Court of Appeals of the Seventh Circuit has held that the owner of a patent can assign the right to exclude a particular concern from practicing the invention of the patent, says the "Chemical Bulletin," of Chicago, without giving to the assignee the right to practice the invention himself; i. e., that the owner of the patent, in effect, may transfer to another the right to sue a particular individual for infringing the patent.

This is new law absolutely. Heretofore, it has been the practice to transfer an interest in the patent which would vest in the assignee not only the right to exclude but also the right to use the invention. Usually an undivided interest was transferred in the patent itself, or an exclusive or non-exclusive license was granted thereunder and sometimes territorial rights, exclusive or non-exclusive, were disposed of, but until this decision it was not settled that the owner of a patent might assign the right to exclude a certain particular individual or corporation from practicing the invention.



**DR. KLEIN TACKLES "GERMAN TERROR"**

Emphatic denouncement of dismal stories from supposedly well informed business experts regarding the utter collapse of American export trade characterized the first public address of Dr. Julius Klein since his appointment by Herbert Hoover as Director of the Bureau of Foreign and Domestic Commerce. He spoke before 1,000 prominent exporters called together by the Boston Export Round Table, at Boston, last week. He said: "The absurdity of these opinions is becoming more and more evident every day. They are simply one phase of the panic which has swept through some of our export communities, especially those in which the so-called war-baby houses had been flourishing."

In speaking of the exporter's pet terror, German competition, the Director cautioned that it takes more than price cutting to win and hold an export market. He said that the latest reports received in the Department of Commerce indicate a fundamental change from the pre-war qualities of German goods due to serious shortages of raw materials.

Turning to Latin America, the Director first called attention to Cuba which he said was the best market in all of Latin America for American goods, taking about 36 per cent of our total exports to that region. He said that due partly to the good work of the Banking Liquidation Commission it is authoritatively predicted that many banks now in suspension will be able to re-open by the early part of next year, that this in addition to the probable establishment of a bank of guaranteed issue and rediscount along lines of our Federal Banks will assist in the collection of many and large unsettled accounts due Americans and will bring at least \$150,000,000 from private hoarding.

The present depression in our Argentina trade, said

Dr. Klein, is due mainly to the exchange situation, which is explained largely by the difficulty which Argentina is experiencing in marketing its surplus agricultural and pastoral products.

"In some respects the Far East presents a more hopeful picture of reviving trade prospects than other overseas markets. While China is suffering from her chronic ills in greater measure than ever before, yet her trade continues to flourish. Japan, which was the first country to feel the existing depression will probably not feel the full effects of the coming trade revival until the renewal of activity in the silk markets of the United States."

A directory of the chemical industries of Canada has been issued by the Dominion Bureau of Statistics, (Branch devoted to mining, metallurgical and chemical industries), Ottawa. R. H. Coats, Dominion Statistician, has followed the plan adopted in the first edition, giving an alphabetical list of concerns, office address, location of branches, and a detailed list of products manufactured; a list of all chemical products made in Canada is also given with names and addresses of the makers. The Bureau announces that it is publishing reports on individual groups of chemical industries as well as a summary of the chemical industry as a whole.

A new dye company called the Jugoslavische Chemische Industrie A-G. has been formed at Brod, on the Save River, with a capitalization of 2,000,000 Jugoslav kronen, for the production of mineral dyes and other chemical materials. Prominent in the formation of the company is the firm of J. Michael & Co., G. m. B. H. of Vienna and Berlin. The Jugoslavische Bank-A-G. in Essegg is also partly financing the venture.

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## JAPANESE DYE AND CHEMICAL INDUSTRY

WHEN the import of dyestuffs into Japan was stopped with the outbreak of hostilities, says the *Drug and Chemical Markets*, something like a panic occurred amongst those who were dependent on the resulting in the state.



It is estimated that about 1,500 tons of pyrethrum flowers are consumed annually in Japan in the manufacture of insect powder and mosquito coils. The estimated production in 1919 was 1,200 tons, however, due to the high prices which could obtain for food crops, which induced them to devote the acreage devoted to the growing of pyrethrum to other crops.

A report on the German chemical market states that a majority of the most urgent requirements for dyestuffs are only covering their most urgent requirements, and a considerable decline in prices for already art.

## The American Economic

## Tariff League Against Dye Legislation

In reply to criticism of the attitude of the American Protective Tariff League which is opposed to the dye licensing system, by Henry B. Thompson, the Tariff legislation was fostered or established by F. W. Walker, secretary.

**Fine Chemicals Lower**  
Fine chemicals are on the downward price trend, according to the weekly issue of "Drug and Chemical Markets," with fewer orders in the manufacturing and jobbing.

**DRUG CLEARANCES DELAYED IN CUSTOMS**  
Drug and Chemical Markets say week: "Accumulation of out-of-stock over the Eastern drug stocks being liquidated."

Liquidation in crude drugs is widespread. Drug and Chemical Markets will say today, owing to the continuance of heavy imports at low prices. Holders are sacrificing everything, and products which have had a semblance of firmness are weakening under the pressure of lots offered on the open market. Price movements in fine chemicals are still tending.

## DRUGS AND CHEMICALS STEADY TO UPWARD

Few Changes, Mostly Upward.  
Big Volume of Holiday Business.

Drug and Chemical Markets say this week: "Oil of cloves has been advanced by New York. Spearmint oil is scarce and higher. Rectified peppermint oil is stronger. Ceylon cinnamon is higher. Demand for all products is increasing."

## Standardised Sale Contracts

New York Opinion on a British Scheme

OUR enterprising New York contemporary, *Drug and Chemical Markets*, recently published a copy of the British Chemical Trade

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**Heavy Chemical Buying Improves.**  
The heavy chemical market is firmer. Orders and Chemical Markets will say today. The improvement seems to be of a permanent nature, as buyers show more confidence and are trading freely.

## THE PERFUMERY AND ESSENTIAL OIL RECORD.

THE AMERICAN MARKET.

Drug and Chemical Markets for November states:—Half the story of the essential oil market situation in New York this week can be told in two brief questions: "What have you in stock?" and "When can you make deliveries?"

ALL L'INDUSTRIE CHIMIQUE =

Le développement de l'industrie des matières colorantes

Avant la guerre, l'Amérique comptait peu de matières colorantes.

## The New York Times

"All the News That's Fit to Print"

Ethyl Alcohol in Demand.

An unusually heavy demand for ethyl alcohol was evident here this week. Drug and Chemical Markets will say today, at prices ranging from \$8 to \$9 a gallon.

## CHINESE CHEMIST &amp; DRUG

九年西 百一 埃那 瑞之 西班 牙 萬 大 所 之 牙 尾 商 值 云 一 十 切

DRUG AND CHEMICAL MARKETS

Stocks of Essential Oils and Botanicals Depleted—British Dye Makers After Intermediates

New York, Dec. 4.—The Drug and Chemical Markets this week say: Stocks of many important essential oils are scarce.

**Fine Chemicals Prices Drop.**—An unusually heavy demand for ethyl alcohol was evident here this week. Drug and Chemical Markets will say today. Leading producers announced cuts in acetanilid, morphine, codeine, citric acid, caffeine.

CABLE RECEIVED TODAY BY DRUG AND CHEMICAL MARKETS SAYS

## FINANCIAL AMERICAN

## PROFITTEERING IN QUININE.

The profit which the Dutch East India Company has made during the last few years has the very thing which may eventually go to the golden eggs," says "Chemical Markets." Nothing more to a field.

## IMPORTED BOTANICALS DECLINE

Prices for Heavy Chemicals Hold Fairly

Buyers Purchase Only for Current

"Drug and Chemical Markets" says today. The majority of changes this week were in imported botanicals. Ergot, future delivery for export has advanced.

sect powder is lower owing to larger quantities of its relation to constitution. It is hoped the first of these reports can be submitted for publication this year.—*Drug and Chemical Markets*

Drugs and Chemical Markets C  
quid sumac are higher, and there has coal tar crudes are in good demand, Markets

## DRUG AND CHEMICAL MARKET IRREGULAR

Coal Tar Crudes Scarce, Essential Active and Vegetable Oils Register a Drop

New York, Jan. 16. — Many coal tar crudes are scarce. Benzol and toluol are in good demand, but prices are unchanged. Drug and Chemical Markets also will say tomorrow that phenol for purposes of export has advanced.

ne war, such used to export \$55,000,000 of short of sugar for domestic purposes for this chemical reaction, the solely for the sake of knowledge by a few isolated chemists, Germany would have had to go out of the war after the first two years.—*Drug and Chemical Markets*

## Practical Training for Chemists

It is estimated, according to *Drug and Chemical Markets*, that there is one chemist for every 5,000 persons in the United States, a chemical engineer for every 30,000 persons. When it is considered that one-quarter of the industrial production is along commercial, as in the chemical manufacture of the United States to export, it is not surprising that the chemical industry is so important.

## Synthetic Nitrogen in Germany

From "Drug and Chemical Markets"

LEUT. R. E. MCCONNELL has recently inspected the Haber plant at the Oppau works of the Badische Anilin- und Soda-Fabrik.

amounts approximately war normal consumption of Chilean nitrate

post over wide areas can be seen in everything enumerated in their catalogues. Thus they do not guarantee articles until they have had them thoroughly examined.—*(Drug and Chemical Markets.)*

CHIMIE & INDUSTRIE

## National Niagara Blue RW

**N**ATIONAL Niagara Blue RW is a new "National" direct dye for cotton. It produces, when dyed direct, bright medium shades of blue. It dyes level and yields shades of excellent fastness to acids and moderate fastness to washing, light and alkali.

Dyeings after-treated with copper sulphate are somewhat greener and duller than the direct dyeings; but possess greatly increased fastness to light and washing.

The use of bichromate in conjunction with copper sulphate still further increases the fastness to washing.

Cotton is dyed heavier than wool or silk when this dye is applied to unions in an alkaline or neutral bath; while the animal fibres dye somewhat redder than the cotton.

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